Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

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Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

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Front cover photograph

The 'Pandrol' rail fastening assembly used with concrete sleepers on a British Railways high speed main line. After experience with a number of other fastening assemblies, British Railways have made the 'Pandrol' rail fastening standard for all main line renewals. The 'Pandrol' fastening is manufactured in the United Kingdom and by a number of licensees abroad, and is suitable for use with concrete, wood or steel sleepers. Designs are available to suit any section of rail or track gauge. It can also be used with third rail system electrified track, with points and crossings, through platforms or on trough girder bridges; this is a valuable feature of the design. Pandrol Ltd. state that their rail clips have been and are being exported to over 30 railways abroad where their use is increasing continually. They have been made the standard track fastening on several important overseas railways.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last Published
Air Transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	This week
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	23 Sept. 1970
UK balance of payments (Q)	9 Sept. 1970
Bankruptcy orders (Q)	28 Oct. 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	14 Oct. 1970
Industry's investment intentions (3 times a year)	14 Oct. 1970
Catering trades turnover (M)	This week
Chemicals industry (Q)	11 Nov. 1970
Companies:	
Acquisition and mergers (Q)	19 Aug. 1970
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	7 Oct. 1970
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	11 Nov. 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	16 Sept. 1970
Electronics industry:	
Electronics capital equipment deliveries research and development (Q)	28 Oct. 1970
Engineering and electrical goods:	
Production exports and orders (M)	28 Oct. 1970
Film industry:	
British Film Fund Agency returns (M)	14 Oct. 1970
Cinema admissions and takings (M)	11 Nov. 1970
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	11 Nov. 1970
Footwear industry orders and deliveries (M)	28 Oct. 1970
Foreign trade:	
EFTA trade (Q)	2 Sept. 1970
Industrial countries trade and production (Q)	4 Nov. 1970
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	11 Nov. 1970
Value of overseas trade (M)	21 Oct. 1970
Value of overseas trade: analysis of trends (Q)	4 Nov. 1970
Gold and convertible currency reserves (M)	11 Nov. 1970
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of finance houses (Q)	This week
Business (M)	11 Nov. 1970
Industrial building (Q)	28 Oct. 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	28 Oct. 1970
N. Ireland index (M)	21 Oct. 1970
Insurance companies:	
Assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (Q)	14 Oct. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	This week
Deliveries (Q)	This week
Production (M)	This week
Volume of production (M)	7 Oct. 1970
Motor industry:	
Car and commercial vehicle production (M)	11 Nov.1970
Motor trades turnover (M)	21 Oct. 1970
Office development permits (Q)	19 Aug. 1970
Partnerships registered (A)	8 April 1970
Pension funds:	
Assets (A)	19 Aug. 1970
Retail prices index (M)	28 Oct. 1970
Retail trades:	
Index nos. (M)	11 Nov. 1970
N. Ireland index (M)	11 Nov. 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	This week
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	14 Oct. 1970
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	23 Sept. 1970
Cotton production (M)	28 Oct. 1970
Hosiery production (M)	This week
Wholesale houses sales (M)	This week
Wool exports (Q)	2 Sept. 1970
Wool output (M)	28 Oct. 1970
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	14 Oct. 1970
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1970
Index nos. (M)	This week

Department of Trade and Industry Organizations, etc. Subjects	Last Published
DTI addresses	19 Aug. 1970
DTI Regional Directors (Export)	7 Oct. 1970
British Commercial representatives overseas	7 Oct. 1970
Customs notices of interest to exporters	11 Nov. 1970
Director of the then BOT departments and their work	8 April 1970
ECGD local offices	19 Aug. 1970
Half-yearly index – Jan.-June 1970	19 Aug. 1970
Official receivers' offices	20 May 1970
Programme of trade promotions	4 Nov. 1970

SUBSCRIPTIONS

ADVERTISEMENTS

REPRINTS

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The views expressed in contributions emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876, Ext. 6147.)

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Reprints of articles which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.I.), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance*

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and a copy of the Definitions of items and units employed in the Digest.

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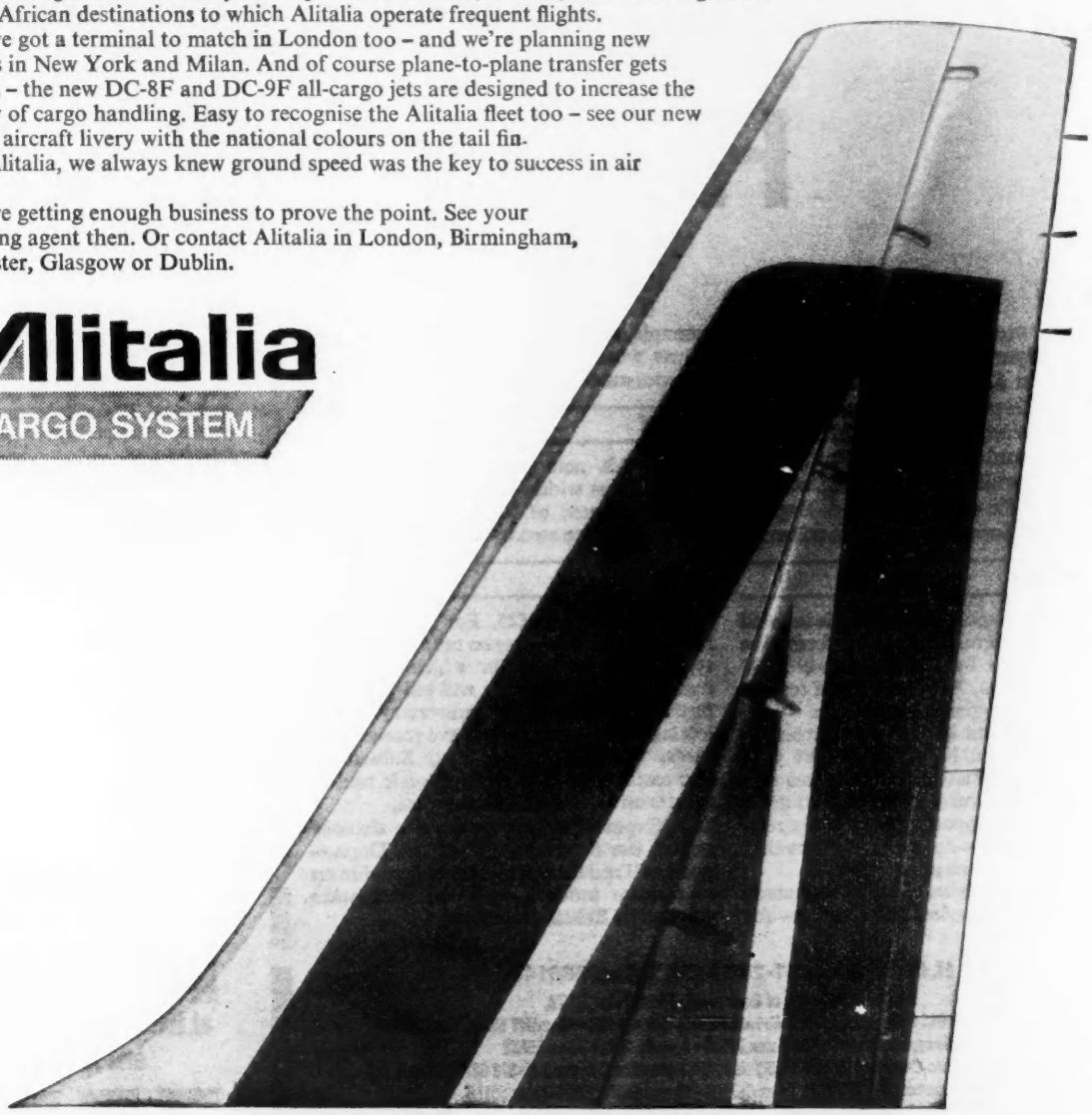

The Department of Trade and Industry's Computerised Export Intelligence Service started on June 2nd

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Some common misunderstandings about decimal currency

By Noel Moore, Secretary, Decimal Currency Board

THERE WAS A TIME when the most prevalent of all the misunderstandings about 'going decimal' was that it would be a very difficult operation, that D Day would be a national day of crisis and that we should pull through only by appealing to the Dunkirk spirit. Happily, few people now believe this although there are still those who think they must learn conversion tables by heart and be prepared for complicated metal arithmetic when shopping. In fact the need to convert at all will be short lived and will apply only to specific situations. In such cases it is more accurate and far preferable simply to refer to a printed conversion table.

Currently the most widespread public misunderstanding seems to be centred around the new halfpenny. Despite the publicity given to the Shoppers' table, which converts £sd prices to the nearest ½p, the minting of millions of ½p coins, and repeated assurances that they will be used in cash transactions for many years to come and will be handled by the banks in pairs, the myth somehow persists that the new halfpeny is intended to be only a temporary feature of our coinage. This is certainly not the intention and there is in fact already clear evidence that it will be used widely by retailers and will have a most important part to play in the price shading of low value goods.

It is probably fair to say that many other misunderstandings – shared by businessmen and general public alike – are of what perhaps may be termed a 'legal' nature, and seem to spring in general from a vague belief that the law somehow covers every facet of the changeover. In fact, the law cannot and does not settle everything, and the decimal currency legislation provides only the basic framework for the changeover. It lays down what must – or may – be done in some specific circumstances but – and this point is stressed in the Board's reference booklet, 'Legislation' – a very great deal is left to management decision, common sense and a trader's willingness to meet his customers' convenience.

SOME LEGAL MISCONCEPTIONS

'Paper' aspects of the changeover

1. It is wrong to suppose that the law requires all £sd amounts to be converted to decimal or that it prescribes one universally 'right' method of conversion. It does not. Sometimes conversion by one or other of the official conversion tables will be appropriate, but often this will be neither practicable nor equitable. Sometimes exact conversion on the basis 1d.=5/12p will be best. This is true of, for example, hourly wage rates or wholesale prices. Sometimes no conversion at all will be necessary and none will be made unless the parties concerned agree otherwise.

2. The Banking and Accounting table – the whole new penny table – has statutory force only for certain specified purposes, mainly banking business. Because of its use in banking it will generally be applied in accounting, but only as a matter of convenience, not with the force of law.

3. The law authorizes banks to convert their customers' account balances by the Banking table, but this does not extend to other businesses (though they will probably find their customers do not object to conversion on this basis).

4. There is no legal requirement to convert outstanding £sd contracts and agreements. They are not invalidated by the introduction of decimal currency and will be changed only at the instance and with the agreement of the parties concerned.

Five pounds' worth of old pennies (left), weighing 25 lb., compared with decimal bronze to the same value (right) weighing only 4 lb.

5. Similarly there is no legal requirement for companies to express their existing nominal share values in decimal currency, even though dealings in the shares on and after D Day will be in £p.

'Cash' aspects of the changeover

6. Although the Shoppers' table was devised for the conversion of retail prices and charges, and its use for this purpose whenever practicable is strongly recommended by the Board, it has no statutory force and no shopkeeper is legally bound to convert his prices by it. Nor is the Shoppers' table a list of exchange rates: 2p is not the same as 5d.; neither the shopkeeper nor the shopper should expect the other to accept, it as such – though they are, of course, free to do so if they both agree.

7. Debtors are free throughout the changeover period to pay outstanding £sd amounts – an unpaid bill – exactly in cash. Shops and offices cannot therefore rule out a slight inflow of £sd cash after they have changed over to decimal working.

8. Except in the case of periodical payments such as rents, and mortgage and hire purchase repayments, for which the payer is free to use the Banking and Accounting table, the law does not lay down what amount should be paid in £p to settle an £sd debt during the changeover period. In practice a cheque made out for

(*Continued on next page*)

SOME MISUNDERSTANDINGS ABOUT DECIMAL CURRENCY, *continued*

the corresponding Banking and Accounting table amount will usually be acceptable but the law does not specify this and the parties concerned are free to adopt some other basis for settlement.

9. Unless a shopkeeper imposes a condition of trade, there is no legal restriction on the use of £sd coins in decimal transactions, or vice versa, provided their total value is at least equal to the amount due. The principle of using the bronze coins of 'the other currency' only in 6d. or 2½p lots is based on common sense and customer convenience, not the law. Since the two currencies do not have exact equivalents below this point, the 6d./2½p method is the only way of ensuring that correct change can be given.

10. There is nothing in law requiring the giving of change. A corollary of this and point (9) above is that there will be nothing to prevent a decimal shopkeeper from accepting £sd coins other than in sixpenny multiples if he wishes to do so, perhaps to accommodate a customer.

11. Dual pricing – showing prices in both £sd and £p – during the changeover period is not obligatory. There are arguments for and against the practice, and individual businesses must decide for themselves.

In practice the question of whether or not a particular procedure is specified by law, or rests simply on equity and common sense, will probably seldom arise, but there may be occasions when you will wish to know exactly how you stand.

The Board's booklet 'Legislation', a guide to the decimal currency legislation, is available price 1s. (by post 1s. 4d.) from HMSO or any bookseller.

Decimal currency publicity campaign described

DETAILS OF HOW the decimal currency publicity campaigns, employing press and television advertising, and posters, will be conducted next year are given in the current issue of the Decimal Currency Board's *Newsletter*. Including the production and distribution of a booklet – 'Your guide to decimal money', which will be delivered free to every household in the country – the campaign will cost approximately £1,250,000.

The *Newsletter* reports the viewpoint of the Consumers' Association that the public at large is not going to find it very difficult to shop with the new coins. Rebecca Wolf, head of the Market Intelligence Unit of the Association, says that the new coinage 'will be as simple as the old coinage and, in fact, probably simpler'. The onus of decimalization, she states, will be on the retailer, and thorough staff training is necessary if goodwill is to be retained.

The banks have invested more than 1½ million training hours in preparing for decimalization, says M. E. Green of the British Bankers' Association, in another *Newsletter* article. The Association has produced a special booklet 'Your bank account and decimal currency' which will be available to customers at any bank from Monday, January 4, 1971.

The *Newsletter* contains a complete list of the Board's advisory booklets, posters, conversion tables and films.

Advance information on metric cable sizes

THE BRITISH Standards Institution has published two leaflets which provide advance information in the stranding and conductor dimensions of metric standards for electrical cables not yet published. The first is PD 6455 *Metric dimensions for l.f. cables and wires for telecommunication*, which indicates the conductor stranding, and sizes of insulation, screen and sheath for the types to be specified in BS 6746.

The second leaflet is PD 6456 *Metric stranding for general purpose aerospace electric cables*, which indicates the stranding and conductor sizes and areas specified in the metric revisions of the relevant British Standards.

Copies of these two publications may be obtained from BSI Sales Branch, 101/113, Pentonville Road, London, N1 9ND. Price by post, remittance with order, PD 6455 7s.; PD 6456 5s. (subscribers 6s., 4s. respectively).

Changes in composition of Advisory Committee on Queen's Award to Industry

CHANGES HAVE been made in the membership of the Advisory Committee on the Queen's Award to Industry. This Award is granted by Her Majesty the Queen on the advice of the Prime Minister, who is assisted in the selection of candidates by an Advisory Committee which meets under the chairmanship of Sir William Armstrong, the head of the Civil Service.

Following the recent extension of eligibility for the Award to invisible exporters and merchants, the Prime Minister has now invited Mr. Cyril Kleinwort to be a member of the Advisory Committee. Mr. Kleinwort, who is a merchant banker, is chairman of the Committee on Invisible Exports and was a member of the McFadzean Committee which reviewed the Award Scheme earlier this year.

A further change in the composition of the committee has been occasioned by the Prime Minister's acceptance, with reluctance, of the resignation from the committee of Lord Kings Norton. Lord Nelson of Stafford has accepted the Prime Minister's invitation to join the committee in succession to Lord Kings Norton.

Also, Mr. John Partridge has joined the committee in succeeding Sir Arthur Norman as president of the Confederation of British Industry, and Sir Peter Allen, the new chairman of the British National Export Council, has succeeded the late Sir Peter Runge.

Lord Kings Norton was a member of the committee under the chairmanship of HRH the Duke of Edinburgh which drew up the arrangements for the scheme in 1965, and of the McFadzean Committee which reviewed the scheme this year. He has served on the Advisory Committee from its inception.

Lord Nelson is chairman of the General Electric Company Ltd. and holds other important directorships in industry and banking, as well as university and other public appointments. He is a distinguished engineer.

Sir Peter Allen is chairman of Imperial Chemical Industries Ltd. He has held important offices in trade and professional associations, and his public appointments have included the chairmanship (1964/67) of the Committee for Exports to Canada.

The membership of the Advisory Committee is now as follows:

Sir William Armstrong, GCB, MVO ((chairman), head of Civil Service; Sir Peter Allen, chairman, British National Export Council; Lord Black; Mr. Ernest Haynes, formerly president of the Bakers' Union; Mr. Cyril Kleinwort, chairman, Committee on Invisible Exports; Sir Eric Mensforth, CBE, chairman, Council of Engineering Institutions; Lord Nelson of Stafford; Sir Antony Part, KCB, MBE, Permanent Secretary, Department of Trade and Industry; Mr. John Partridge, president, Confederation of British Industry.

British National Travel Survey

THE BRITISH Tourist Authority has commissioned the 1970 British National Travel Survey to be carried out by NOP (Market Research) Ltd. In the course of the survey detailed information will be collected on holidays taken in 1970 by residents of Great Britain, both in Britain and abroad.

The British National Travel Survey is a regular major market study and provides a wide range of information on all aspects of British holidaymaking. Domestic holiday topics covered include regions stayed in, accommodation used, methods of transport, holiday expenditure, holiday activities, details of planning and booking, length of stay and month of holiday.

Similar information will be obtained on holidays abroad, together with full details of countries visited, car usage, airlines and sea routes used and whether holidays were package or independent.

The survey will also examine holidaymakers in Britain and abroad in terms of their holiday-taking over the past five years, their newspapers and magazine habits and their demographic characteristics. These will include age, social class, income, region of residence and car ownership.

Interviewing is currently taking place. The full results of the survey, which will include three volumes of tabulations and a commentary on the findings, will be published early next year and will be available to subscribers at £400.

The British Tourist Authority has recently carried out two other surveys – one on Short Holidays, the other on Holiday Planning. Both surveys will be published shortly, price £10 each.

Further details can be obtained from: Manager, Research Services, British Tourist Authority, 64 St. James's Street, London, S.W.1.

Mr. John Davies addresses BNEC California conference

THE IMPORTANCE of the United States market was underlined by Mr. John Davies, Secretary of State for Trade and Industry, at the opening of the British National Export Council's Californian conference in London on November 11.

'One of the messages I want to send out from this gathering,' he said, 'is that the United States is still and will continue to be our biggest market and the one that offers us the richest prize.

'The fainthearted may suggest that the prize is slipping out of our grasp – that the United States is moving into a phase of economic isolationism, and that imports will be displaced by new restrictions of the kind contained in the Trade Bill which the United States Congress will debate in the next few days.

'It is true,' he continued, 'that the protectionists are making more headway now than they have for many years. We are justified in urging our American friends with all the emphasis we can, not to set off an uncontrolled chain reaction of trade restrictions.

'But the confidence that I have in the statesmanship and vision which guides American policy gives me grounds to believe that the United States will not turn far or for long away from the course which successive Governments – and by Governments I mean Congresses as well as Presidents – have followed for 35 years, a course and a drive that have carried the rest of us along with the United States towards the goal of the greatest possible freedom for world trade.'

In his conference introduction, Mr. P. F. D. Tennant, Director General, BNEC, said that encouraging progress was being made on the trade drive and on preparations for the British Week in San Francisco.

'By next October when British Week opens in that city over 70 missions of the British businessmen covering both capital and consumer goods will have visited California since the trade drive was launched exactly a year ago. This is pretty good evidence of the sort of support which industry here is giving this biggest yet and most sustained British overseas promotion.'

On the subject of the American economy, Mr. Walter E. Hoadley, executive vice-president and chief economist, Bank of America NT & SA, San Francisco, California, said that in his opinion BNEC had correctly chosen California, economically the largest and most dynamic state in the United States,' as the target for an expanded trade programme.

'Moreover, I am equally convinced that the British Week during October 1971 in San Francisco is very well timed for ultimate success.

'I must hasten to add, however, that change is taking place so rapidly in my country and my home state that there is no room for complacency, even in progressive California. There is no place for an attitude that what has been done in the past will be an adequate precedent for the task ahead. My thesis today is that the overall United States and California economies are facing a moderately better year in 1971 and that California offers one of the great export opportunities of the world, but only for those who can serve well a changing, highly sophisticated, value conscious, youthful, intensively competitive market.'

The background to the Californian trade drive was provided by Mr. Andrew Franklin, Consul General, Los Angeles.

'On November 10, 1969, a year ago, the British National Export Council and the then Board of Trade jointly announced here in London that an export Trade Drive would be mounted with California as its target. Governor Reagan, re-elected a few days ago, was present. Special terms were given to encourage British businessmen to concentrate additional efforts on California.

'At the same time the commercial services of the Consulate-General at Los Angeles were strengthened by the establishment of a trade drive office to co-ordinate this special export effort. The decision to hold a British Week in San Francisco was then also announced.'

Full details of the British Week in San Francisco were given by Mr. Anthony Vine, director, British Week office.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room 437, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

Britain wants to remain 'great market' for Argentina—Mr. Michael Noble

A report from Alan Madge, Universal News Services, staff reporter Buenos Aires, November 10:

MR. MICHAEL NOBLE, Minister for Trade, at the Department of Trade and Industry, in Buenos Aires to visit the British Industrial Exhibition, said today that Britain fully intended to remain a 'great market' for Argentine produce.

He was commenting, at a luncheon given in his honour by Dr. Elbio Baldinelli, the Argentine Secretary of State for Foreign Trade, on the anxiety felt in Argentina over the British Government's plans to introduce a minimum price and levy system for a number of agricultural commodities.

Mr. Noble said he thought it was important to comment on this subject 'in order to make quite clear what it is we intend to achieve.'

'First of all, I think it is well to recognize that all countries treat agriculture differently from industry. To some extent there is an economic justification for this but the basis for it is not wholly rational. Perhaps it is rather that every country can see the raw materials for agriculture ready to hand.

'All governments support agriculture in one way or another and in fact the British Government gives a good deal less support than some others do', he said.

'Our plans for the immediate future mean a change in the basis of this support. No system lasts for ever and a vital country is continually examining its institutions to see whether they are the most effective and appropriate ones for their purpose.

'More often the stone is gently worn away by gradual change but sometimes more fundamental measures are necessary.

'Our present system imposes a heavy burden on public expenditure which automatically increases when the market prices fall.

'What we are now seeking to do is to enable agriculture to make an effective contribution to our economy while reducing its claims on the public purse and getting its return from the market. We think that an import levy system is the best device for achieving this', he said.

He explained that in working out the new system Britain had an eye to its traditional trade and Argentina knew that Britain was consulting her trading partners.

'The point I wish to make is that we are dealing at the moment with an interim scheme which aims to do no more than reduce some of the direct support at present given to agriculture.

'For example, the minimum price levels which we shall propose for beef will be within the present guaranteed price. They will not, therefore, affect the prices which the British farmers will get and consequently there is no reason to expect that the interim scheme will of itself stimulate domestic output.

'What we do in the longer term will depend upon our negotiations with the EEC. If we join the Community, we shall adopt their agricultural policy. If we do not, we shall certainly seek to reduce still further the burden of support of public funds.

'Whatever happens, our population and our need for food will continue to grow and there is, I am sure, room for some expansion of our own agricultural production, without necessarily affecting the return which our traditional suppliers may expect to get from their trade with us,' said Mr. Noble.

Earlier Mr. Noble had referred to the fact that two-way trade between Britain and Argentina was worth little more than £100 million. It was the wish of the British Government and businessmen that the downward trend should be reversed.

Britain was determined to take part in Argentina's development by providing consultants and engineers, by joint ventures and investment and by direct sales of the sophisticated equipment and materials which Argentina would need in ever growing quantities.

'The substantial British share in the El Chocon Power Project is evidence of that determination. Further evidence is to be seen in the British Exhibition.

'If anybody ever doubted the ability of Britain to provide the necessary equipment and know-how this exhibition should dispel those doubts forever.

'The goods and services which we can and do provide are not, of course, provided for nothing. We must buy from you if we are to sell to you.

'Britain has for more than a century been a great market for the produce of Argentina and we fully intend she shall remain so even though patterns of trade, like everything else in a world which does not stand still, are bound to gradually change.'

(See also BA 70 page 266).

Monopolies Commission report on proposed merger of British Sidac Ltd. and Transparent Paper Ltd.

A REPORT by the Monopolies Commission on the proposed merger between British Sidac Ltd. and Transparent Paper Ltd. was published on November 12 following a reference to the Monopolies Commission on July 7, 1970.

The Monopolies Commission were asked by the then Department of Employment and Productivity to investigate and report on this proposed merger and to say whether it might be expected to operate against the public interest. If they so found they were required to consider whether any action could be taken to remedy or prevent any resulting detriments.

A group of nine members of the Commission under the chairmanship of Sir Ashton Roskill, QC (the Commission's chairman) was appointed to carry out the investigation and to report within four months to the DEP. During the hearing the Commission took evidence from the two companies concerned, their customers and other manufacturers of packaging materials.

The Commission concluded unanimously that the merger could be expected to operate against the public interest and that they were unable to recommend any action which would remedy or prevent the detriments which might result if the merger were allowed to proceed. They accordingly recommended that the merger should not be allowed.

In a written reply to a Parliamentary Question on November 12, Mr. John Davies, Secretary of State for Trade and Industry, announced that he had accepted this recommendation and that British Sidac Ltd. had been asked to give an assurance that they will not now proceed with their formal bid for Transparent Paper Ltd.

Notes:

Section 6 of the Monopolies and Mergers Act 1965 enables the Department of Trade and Industry to refer a merger or proposed merger to the Monopolies Commission if the transaction would lead to or intensify a monopoly or would involve the taking over of total assets valued in excess of £5 million.

The formal reference of this merger was made to the Monopolies Commission on July 7 and the report was received by the Department of Trade and Industry on October 28.

Following the reference to the Monopolies Commission British Sidac gave an undertaking that they would not proceed with their offer pending the outcome of the investigation.

In reaching their conclusion the Commission made the following points:

(a) The merger would have reduced the number of United Kingdom manufacturers of cellulose film from three to two; the present third supplier is British Cellophane Ltd.

(b) One of the main purposes of British Sidac in proposing the merger was to bring about a higher level of selling prices for both (i) some of the types of unconverted film that were made by Transparent Paper Ltd, and (ii) converted film products.

(c) The increase in profitability arising from the elimination of one of the three manufacturers of cellulose films, each of which have extensive converting interests, would have been at the expense of users and ultimately of the general public as purchasers of packaged goods.

The Commission considered whether these probable effects were likely to be disadvantageous to the public interest and whether they were likely to be balanced by any benefits which could arise from the merger. The Commission concluded that:

(a) an increase in the profitability of British Sidac was not necessary in the public interest;

(b) the presence of Transparent Paper Ltd. as a separate entity did have a downward effect on the prices of cellulose film;

(c) there was little evidence that up to the present the prices of cellulose film had been significantly affected by actual or potential competition from alternative materials. Although there were many other packaging materials, for some of the present uses of cellulose film no known alternative material appeared at present to be acceptable;

(d) there was no decisive evidence that there would be any appreciable advantages to the public interest arising from the merger on the score of improved efficiency, better management, quality of service or product or the effect on the United Kingdom balance of payments;

(e) there was no ground for assuming that the continuation of Transparent Paper's business would be impracticable if the present proposed merger did not proceed.

Accordingly, the Commission concluded that the expected effects of the merger upon the price of cellulose film and upon the competitive position in the industry were significant disadvantages of the merger. They found no significant advantages to balance these disadvantages.

The report has been published as House of Commons paper 154; price 8s. Copies are available from HMSO, 49 High Holborn, London, W.C.1.

Estate agents' fees

AN ORDER has been made declaring unlawful arrangements which give rise to the charging of fees at standard rates for certain services supplied by estate agents.

This was announced in the House of Commons on November 11 by Mr. Nicholas Ridley, Parliamentary Under-Secretary of State, Department of Trade and Industry, in a written answer to a Question.

Mr. Ridley said: 'As my hon. Friend the Minister for Employment told the House on July 16, the Government accept the conclusion of the Monopolies Commission that the arrangements which give rise to the practice of charging fees at standard rates operate against the public interest. We have made an Order declaring such arrangements to be unlawful. Where such arrangements are already in existence, six months' grace will be allowed for their termination. The Order will be laid before the House as soon as possible and the House will be invited to approve it.'

Note:

The Order gives effect to the recommendation of the Monopolies Commission in their report on the Supply of Certain Services by Estate Agents published in February 1969 (HC 127 Session 1968-9) that arrangements of this kind should be discontinued.

The Order is made under the Monopolies and Mergers Act 1965. It prohibits agreements and arrangements between estate agents which lay down standard charges or restrict the advertising or recommending of charges for acting as estate agents in dealings with unfurnished dwellings. It also prohibits agreements and arrangements between estate agents which restrict the terms and conditions on which an estate agent can act when dealing with unfurnished dwellings. An exception is made in respect of agreements or arrangements which relate to the compulsory acquisition of unfurnished dwellings. Agreements or arrangements made before the coming into operation of the Order must be brought to an end before June 30, 1971.

The Order will be laid before Parliament as soon as possible. It is subject to approval by both Houses of Parliament within 28 days.

The Monopolies Commission Report considered that the arguments advanced in favour of estate agents' standard charges appeared to carry no more weight than arguments advanced in favour of avoiding price competition in the supply of goods and they saw disadvantages such as that fees might be higher than necessary, the incentive to experiment with new methods was likely to be reduced and the customer denied the option of lower price if he did not want the full service that went with the standard price.

The Commission recommended that the national societies of estate agents should no longer recommend or publish scales of fees, they should withdraw rules which restricted fee competition and amend or interpret other rules which discourage competition (including rules on unprofessional conduct, supplanting, canvassing and advertising) so that they do not have this effect. The Commission also recommended that similar arrangements by local associations of estate agents should be withdrawn.

Consideration of mergers by the DTI

MR. JOHN DAVIES, Secretary of State for Trade and Industry announced on November 11 that on the information at present before him it is not intended to refer the following proposed mergers to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965.

(1) Proposed acquisition by Seddon Diesel Vehicles Ltd., of Atkinson Lorries (Holdings) Ltd.

(2) Proposed acquisition by Gallaher Ltd., of Dollond and Aitchison Group Ltd.

New editor for 'Trade and Industry'

MR. JAMES E. HOLROYD has retired from the editorship of *Trade and Industry* (formerly the *Board of Trade Journal*). He is succeeded by Mr. Arthur Davis, who has been editor of *New Technology*, the former Ministry of Technology's bulletin to industry.

Applications for temporary exemption from import duty

THE DEPARTMENT OF TRADE AND INDUSTRY are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 2.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.25	B-Benzyl Hydrogen N-Benzyloxycarbonyl-L-Aspartate	b - Benzyl - N - Benzyloxy-carbonyl L - Aspartate	December 31, 1971	13526
29.31	2, 2'-Thiobis-(4-*t*-Octyl-phenolato)-*n*-Butylamine nickel (II)	[2, 2'-Thiobis (4-*t*-Octyl-phenolato)]-*n*-Butylamine Nickel (II)	December 31, 1971	13521
29.35	3, 4-Dihydro-2-Methoxy-pyran	2-Methoxy-3, 4-Dihydro-pyran	December 31, 1971	13511
39.01	Poly(ethylene terephthalate) in the forms covered by Note 3 (b) of Chapter 39, containing not less than 0·25% by weight of titanium dioxide and not more than 2·5 %	Linear polyester based on dimethyl terephthalate and mono ethylene glycol	December 31, 1971	6933

Research establishments: transfer of functions

THE LORD PRIVY SEAL, Lord Jellicoe, Minister in charge of the Civil Service Department, told the House of Lords on November 11 that the responsibility for four industrial research laboratories (the Water Pollution Research Laboratory, the Hydraulics Research Station, the Forest Products Research Laboratory and the Fire Research Station), and the responsibility for administering grants to four research associations (the Water Research Association, the Construction Industry Research and Information Association, the Heating and Ventilating Research Association and the Timber Research and Development Association) were to be transferred to the Secretary of State for Environment from January 1, 1971.

The Lord Privy Seal made the announcement when he opened a debate on the machinery of government changes described in 'The Reorganization of Central Government' (Cmnd. 4506, HMSO, 2s. 6d.), published on October 15.

Important decisions affecting exports of electrical goods

A NEW PROCEDURE has been announced by the Certification Body of CEE (the International Commission on Rules for the Approval of Electrical Equipment) which they say will shorten the time taken to obtain the certificates required for trade in electrical goods – mainly domestic – in 18 countries.

The simpler procedure involves testing at only one test station instead of at two, and is seen as part of a general move within Europe to streamline mutual acceptance procedures. Acceptance of test reports undertaken in another country is one of the steps in this movement, and will certainly reduce the cost and time of testing.

Most European countries have requirements concerning the safety of electrical equipment, particularly household goods. In some cases these have the force of law, in others they are voluntarily applied by industry, but in almost every case type testing is undertaken by a recognized testing authority which is usually that subsequently recognized by the CEE's Certification Body. In the United Kingdom the CB's agent – or National Licensing Authority as it is called – is the British Standards Institution which in turn uses – through the British Electrical Approvals Board – the Appliance Testing Laboratory at Leatherhead, and its own Hemel Hempstead Test Centre for testing.

Current requirements in CEE Publication 21 call for tests in two different countries. This system will be known as Procedure I in the revised version of Publication 21. The new procedure (II) requires a test report from one test station only, where possible from the country of manufacture, which is as valid as one based on tests in two countries, unless challenged by a particular authority.

Manufacturers still have the choice of procedures because they themselves may wish to avoid the possibility of challenge to a certificate based on one test, and since national approvals authorities may require additional testing to be done for one reason or another.

A further simplification has been permitted under Procedure II which permits National Licensing Authorities to issue certificates at once.

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Exports of certain ferrous materials

FROM DECEMBER 7, 1970, increased minimum levels are to be required for the f.o.b. prices for most grades of re-rollable and re-usable iron and steel before export licences will be considered. The new minima set out in the table below take account of the changes in international prices for ferrous scrap which have occurred since the current minimum levels were imposed on April 13, 1970.

Under the terms of the Iron and Steel heading in the current Export of Goods (Control) Order, the export of goods in any stage of manufacture whose f.o.b. price does not exceed £30 per ton is prohibited except under licence issued by the Department of Trade and Industry. The purpose of this sub-heading is to reinforce the control over the export of ferrous scrap.

It has been the practice, however, for the Export Licensing Branch to consider applications for licences in respect of genuinely re-rollable or re-usable material provided that the f.o.b. price is not less than the f.o.b. price determined by the Iron and Steel Division of the Department of Trade and Industry (formerly of the Ministry of Technology).

Minimum f.o.b. prices at which licences may be issued for the export of re-rollable and re-usable iron and steel products

Class of Material	Minimum f.o.b. price per ton	
	Far East*	Other Countries
	£ s. d.	£ s. d.
1. Heavy steel Bars, rods, flats and strip ⅛ in. thick and over (9 gauge and lower) Shapes, sections, etc. Plate and plate cuttings Blooms, billets and slabs Blanks Springs and coils Steel chain Tyres, axles, etc. (but not wheels)	23 10 0	24 0 0
Heavy cast iron not less than ½ in. thick such as floor plates Cast iron chairs, etc. Cast iron shot and grit	23 10 0	24 0 0
Rails	26 10 0	27 0 0
2. Uncoated sheet and sheet cuttings (10 gauge and higher) Flats and strip less than ⅛ in. thick Blackplate and cuttings Baling hoops Wire rod cobbles Wire rope Pipes and tubes other than cast iron (including old boiler tubes and new discard pipes) Transformer laminations Cast iron pipes	22 0 0	23 10 0
3. Light cast iron items	20 10 0	22 10 0
4. Coated sheet and sheet cuttings Coated flats or strip irrespective of thickness	20 10 0	23 0 0
5. Anti-submarine and anti-torpedo netting for reinforcing work	18 0 0	20 0 0
6. Wire shorts and defectives Wire in coils Used light or heavy steel drums Cast iron powder	19 0 0	21 0 0
7. Plain tinplate and tinplate cuttings (including electrolytic)	16 10 0	19 0 0
8. Tinplate and tinplate cuttings, misprinted, lacquered or painted	16 0 0	18 10 0

*Australasia, Burma, Cambodia, Ceylon, Formosa (Taiwan), Hong Kong, India, Indonesia, Japan, S. Korea, Malaysia, E. and W. Pakistan, Philippines, Singapore, Thailand, S. Vietnam.

Sea Transport Branch DTI—new telephone number

THE TELEPHONE number of the Sea Transport Branch of the DTI at 34-36 Parliament Street, London, S.W.1, has been changed to 01-222 7060.

Heathrow link decision

THE MINISTRY of Transport announced on November 6 that Mr. John Davies, the Secretary of State for Trade and Industry, and Mr. Peter Walker, the Secretary of State for the Environment, have accepted that the best way of linking Heathrow by rail with Central London will be by extending the London Underground Piccadilly Line from Hounslow West. This decision endorses the finding of the recent study of rail links with Heathrow Airport. It has been notified to the organizations which took part in the study. The Government believes that construction of the line will bring worthwhile benefits, both to airport users and to London Transport.

The Government has considered the case for paying grant towards the cost of construction but has concluded that as the project can pay its way, Government grant would not be appropriate.

Appointment of Assistant Official Receiver

MR. VICTOR DUFFY who is an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Birmingham, Coventry and Warwick has also been appointed an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Dudley, Kidderminster, Leominster, Stourbridge, Walsall, West Bromwich and Wolverhampton.

The appointment took effect on November 9, 1970.

Imports of near butters 1970/71

THE GLOBAL quota for imports of near butters for the period April 1, 1970, to March 31, 1971 has, states the Department of Trade and Industry has increased from 9,000 to 11,500 tons. The additional quantity will be allocated to manufacturing users who can substantiate a requirement for additional supplies for import up to March 31, 1971.

A notice to importers will be issued shortly.

Notes

Near butters in the context of the existing restrictions cover butter oil and substances containing 50 per cent or more by weight of butter fat.

The near butters quota was established in 1968 at a level of 9,000 tons.

Licences are issued within the global quota for importation of near butters for manufacturing purposes only.

Application for a reduction in the import duty on certain ceramic tiles rejected

THE DEPARTMENT of Trade and Industry has announced that an application for a reduction in the import duty on certain ceramic tiles has been rejected. The application related to 'Tiles of a thickness not less than ⅝ inch; double tiles intended for splitting before use, of an overall thickness not less than 1¼ inches', ex tariff sub heading 69.08 (A) (2).

The Board of Trade (now the Department of Trade and Industry) announced on January 6, 1970, that this application was being considered.

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New Books

Following the major success of its Outward Trade Mission to Japan (March 22 to April 6, 1969 – Project No. 1168) which included sample displays in Tokyo and Osaka, the Export Council for the Gifts Industry decided in June of that year to mount a further mission early in 1970 mainly in order to develop the Far Eastern market for British gifts and allied goods and also as a follow up to the British Week Tokyo, where British giftwork sold in high volume. After considering various centres in the Far East it was finally decided that the mission would spend two days in Hong Kong, followed by three days in Tokyo. **The Report of the Outward Selling Mission to the Far East** (Project No. 1337) (30 pages. Export Council for the Gifts Industry, 40 Great Marlborough Street, London W1V 1DA. 10s. (50p); by post 11s. 6d. (57½p)) has now been published and it shows, both in the response to the mission and by associated marketing in the area, the tremendous potential for British quality products in the Far East, especially in Japan.

Since the Second World War many developing countries have embarked on a drive towards industrialization. **Industry and Trade in Some Developing Countries:** a comparative study, by Ian Little, Tibor Scitovsky and Maurice Scott (534 pages. Published by Oxford University Press for the Organization for Economic Co-operation and Development. £2. SBN 19 215335 8) is the most ambitious study yet undertaken of the means which they adopted and the results they achieved. It is largely based on independent but simultaneously commissioned studies of India, Brazil, Pakistan, Mexico, Taiwan and the Philippines – which are also being published by OUP for the OECD as a series under the title *Industry and Trade in Some Developing Countries*. The main thesis of this volume, the first in the series, is that industry was over-encouraged in relation to agriculture, especially in the nineteen-fifties: and that it was done in a manner which unnecessarily discouraged both industrial and agricultural exports, and which made it too easy to earn high profits in the domestic market. The result was a high-cost inward-looking development. There are, nevertheless, good reasons for promoting industry, and the authors believe that alternative policies, parts of which have been adopted by several countries in the 1960's, could achieve greater efficiency, higher employment in both industry and agriculture, and a fairer distribution of wealth. **India: planning for industrialization;** industrialization and trade policies since 1951, by Jagdish N. Bhagwati and Padma Desai. (558 pages. £2 10s. (£2.50) SBN 19 215334 X), a further volume in the series, contains the first comprehensive analysis of post-war Indian planning and economic policies in the field of foreign trade and industrialization. These policies are put into the perspective of historical trends in the economy, India's resources and her social and political objectives.

Pakistan: industrialization and trade policies, by Stephen R. Lewis. (232 pages. £1 5s. (£1.25) SBN 19 215333 1) describes the major structural changes in Pakistan's economy since 1947, emphasizing the importance of the partition of the sub-continent in 1947 for the economic structure which emerged. The author reviews the sources of labour, capital and entrepreneurship for manufacturing industry in the framework of a development policy emphasizing reinvestment of profits by the private sector. The major policy instruments of the government are also examined and the importance of foreign assistance is underlined.

Two of the developing world's leading growth areas are examined in **Brazil: industrialisation and trade policies**, by Joel Bergsman (296 pages. £1 15s. (£1.75) SBN 19 215336 6) and **Mexico: industrialisation and trade policies since 1940,** by Timothy King. (170 pages. 15s. (75p) SBN 19 215332 3). Both nations now have large and diversified industrial sectors and these two volumes examine the reasons for this success in detail. All the volumes in this series have extensive statistical information and also include full references to sources.

Economic Statistics Collections: a directory of research resources in the United Kingdom for business industry and public affairs. Published for The Committee of Librarians and Statisticians, Library Association and Royal Statistical Society LA-RSS Resources in Economic Statistics, 1 (62 pages. Library Association. 7 Ridgmount Street, London WC1E 7AE. £2 post free. £1 12s. (£1.60), post free to members of the Library Association SBN 85365 132 9). Recent developments in the field of economic statistics such as the reorganization of government statistical services and the increased use of statistical data have emphasized the need for detailed information on research sources available in the United Kingdom – a requirement that was first clearly revealed at the 1965 Library Association/Royal Statistical Society Conference on Librarian-Statistician Relations in the Field of Economic Statistics. This conference demonstrated that research workers were frequently unaware of the existing collections of materials and services available to exploit them, while librarians in their turn were not always aware of the needs of statisticians, and many traditional library services of the country did not provide what the statisticians needed. The conference was also responsible for the establishment of the Committee of Librarians and Statisticians, and the Committee has designed a valuable programme of work which has encouraged the improvement of services available to users of statistical material. This programme has already produced the useful list of *Recommended Basic Statistical Sources* (Library Association. 5s.), a survey of holdings of the titles in 91 provincial centres which was published in the *Board of Trade Journal*, February 11, 1970, pages 379-383, and the directory noted here. Because of its importance the Committee gave priority to a systematic survey of the resources in economic statistics of libraries and other organizations in the United Kingdom.

It was originally envisaged that the survey would embrace in a single set of questionnaires all kinds of libraries and other organizations having significant holdings of statistical materials that were potentially accessible to research workers. However, a pilot survey showed that such an exercise was not feasible and the project was modified. The pilot study also demonstrated that the types of organization which might hold useful statistical material fell into seven classes, which in turn comprised two main groups. Group A consisted of 1. Public Libraries; 2. University libraries; 3. Professional associations' libraries; 4. Government libraries. Group B consisted of 1. Business firms; 2. Trade and other associations; 3. Trade unions. Group A contained, in the main, the formally organized collections of materials in libraries and the Committee felt that all members of this Group could relatively easily produce a list of current statistical titles. It therefore decided to compile a Union List of United Kingdom Statistical Serials in British libraries: and this compilation is to be published shortly as the second publication in the *LA-RSS Resources in Economic Statistics series*, of which the present directory is the first. *Economic Statistics Collections*, therefore, covers the organizations comprising Group B and contains the publishable part of the information obtained from this inquiry which was sent to 2,658 organizations and resulted in 1,011 replies. The major section of the work consists of a geographically arranged list of organizations covering the whole of the United Kingdom and giving for each body details of officials address, geographical coverage of the collection, i.e. United Kingdom data only or overseas countries, etc., time span of collection, and subject coverage. This section is supported by useful indexes of names, special topics, a list of subject areas of collections, and an appendix illustrating the Survey Inquiry Forms. The publication of this excellent piece of work will be of great assistance to librarians, statisticians and others in their efforts to locate statistical data, and will prove more informative than general library directories. As in many subject fields the information resources tend to be concentrated in London (in this case over half of the organizations listed are in the London area). A guide to collections outside London is therefore particularly useful and could save many needless journeys to the capital. The value of the book is further enhanced by its listing of so many potential subject specialists.

Problems of a Mature Economy, by F. V. Meyer, D. C. Corner and J. E. S. Parker. (639 pages. Macmillan. £5. SBN 333 04240 9. Paperback edition £2 18s. (£2.90). SBN 333 11315 2). In this book the principal problems of the British economy in the 1950s and 1960s are dealt with at four levels. First, at micro-level, the actions of individual firms are examined, particular attention being paid to the main determinants of company growth. Second, at industry level, the size distribution of British companies, capital and labour markets, and public policy towards monopolies and restrictive practices are examined. Case studies of the engineering, chemicals and gas industries are used in this section to illustrate some problems of industry and industrial organization. Third, at the level of the economy as a whole, the distribution of the national income is examined. Fourth, the economy is considered in its international trading and currently setting. Although the book is intended primarily to be a text in applied economics for students at second-year honours degree level, the discussion of current economic issues it contains makes it of interest also to a more general readership.

THE CHANGING POSITION OF PHILANTHROPY IN THE AMERICAN ECONOMY, by Frank G. Dickinson. *National Bureau of Economic Research Occasional Paper 110*. 236 pages. Distributed by Columbia University Press. ISBN 0 87014 209 7.

THE CONTROL OF THE MONEY SUPPLY, by A. D. Bain. *Penguin Modern Economics* Texts. 176 pages. Penguin Books. 9s. (45p). SBN 14 080232 0.

INTRODUCTION TO ACCOUNTING FOR BUSINESS STUDIES, by F. P. Langley. 316 pages. Butterworths. £1 16s. (£1.80) ISBN 0 406 75040 8.

LIFE ASSURANCE AND TAX PLANNING, by Peter Harris and Derek Hewson. 275 pages. Sweet and Maxwell. £3 15s. (£3.75) SBN 421 15420 9.

MARKETS, PRICES AND INTER-REGIONAL TRADE, by Raymond G. Bressler and Richard A. King. 445 pages. John Wiley and Sons. £6 5s. (£6.25) SBN 471 10305 5.

THE LAW OF INCOME TAX, SURTAX AND CAPITAL GAINS TAX, by Michael P. Barber. *Nutshell Series*. 126 pages. Sweet and Maxwell. 12s. (60p) SBN 421 14230 8.

MANAGEMENT ACCOUNTING, by B. Murphy. *Teach Yourself Books*, 186 pages. English Universities Press. 9s. (45p) ISBN 0 340 12495 4.

THE POUND IN YOUR POCKET, 1870-1970, by Peter Wilsher. 253 pages. Cassell. £2 10s. (£2.50) ISBN 0 304 93661 8.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, NOVEMBER 6

Wine labelling

Mr. Nicholas Ridley, Under-Secretary for Industry, DTI, was asked to introduce legislation to compel wine bottles to carry a statement of the quantity of wine they contained and wine sold by the glass or carafe to be sold under a declared quantity and the delivery of a certificate of origin with each consignment of wine to the United Kingdom. He replied, 'I am considering whether to require bottles to be marked to show the quantity of wine which they contain and to require restaurants to declare the quantity of wine in a carafe. I do not think that it would be appropriate for the Government at this stage to introduce the other controls suggested by the hon. Member.'

Exports of motor vehicles

A Member asked what study the Department of Trade and Industry was making into the greater opportunities for export which would exist in the motor vehicle sector in the event of British entry into the European Economic Community. Mr. Ridley answered that assessment of the export prospects for major industries, including the motor industry, was one of the continuing tasks of the DTI, and account was naturally being taken of the possibility of entry into the EEC. He went on: 'My hon. Friend will no doubt know that the industry themselves welcomes the prospect of Britain joining the Community.'

Shares held by IRC

The following list of equity shares at present held by the Industrial Reorganization Corporation was given by Mr. Ridley in answer to a question.

Quoted Equity Shares		
Chrysler (UK) Ltd.	7,561,140	Preferred Ordinary Shares of 4s.
George Kent Ltd.	3,017,577	Ordinary Shares of 10s.
	1,244,180	Deferred Ordinary Shares of 10s.
†Brown Bayley Steels Ltd.	2,404,000	Ordinary Shares
†Ransome, Hoffman, Pollard, Ltd.	1,200,000	Deferred Ordinary Shares of 5s.
	155,000	Ordinary Shares of 5s.
The Laird Group	4,900,830	Ordinary Shares of 5s.
Unquoted Equity Shares		
Brown Bayley Ltd.	2,215,082	Ordinary Shares of £1.
Nuclear Enterprises	7,353	'B' Ordinary Shares of £1.
British Nuclear Design & Construction Ltd.	260,000	Ordinary Shares of £1.
The Nuclear Power Group	150,000	Ordinary Shares of £1.
Herbert Ingersoll	38,250	'A' Ordinary Shares of £1.
	36,750	'B' Ordinary Shares of £1.

†All the shares in Brown Bayley Steels Ltd., and some of those in Ransome, Hoffman, Pollard Ltd., are held through the wholly owned and unquoted Brown Bayley Ltd.

†The bulk of the assets is represented by the holdings in Brown Bayley Steels Ltd., and Ransome, Hoffman, Pollard Ltd.

Travel legislation

Answering a suggestion that legislation should be introduced to compel travel agents and tour operators to accept liability for the services supplied by their agents or principals, Mr. Grant said the Law Commissions were considering whether there should be any control of exemption clauses in contracts of this kind. The need for legislation would be considered in the light of their reports.

Import duty on caprolactam

Mr. Grant was questioned on the policy of the DTI towards the application by Nypro (United Kingdom) Limited for an import duty on caprolactam, in view of the fact that this company was the sole United Kingdom producer. Mr. Grant said: 'The import duty of 16 per cent on caprolactam is currently suspended. In considering whether this suggestion should be renewed after it expires on December 31, 1970, the interests of the United Kingdom producer and of United Kingdom users will be taken into account.'

Exemptions from hall-marking

A Member asked if legislation would be introduced to end the exemption from hall-marking at present enjoyed by gold and silver lockets and rings which had stones set into them and to cause nine-carat gold to be described by a name other that gold. Mr. Ridley replied that exemptions and the appropriate description of precious metal alloys were among the points being considered in the present review of hall-marking law, but he could not yet say when legislation would be possible.

Estate agents' bonds

'I should prefer to watch the progress of the existing voluntary bonding schemes before deciding whether legislation is necessary at present.' said Mr. Ridley, asked to introduce legislation to compel estate agents to put up a bond to cover their financial liabilities, and not hold more than one deposit on any one house.'

MONDAY, NOVEMBER 9

Imports from South-West Africa

Stating that the United Kingdom imported from South West Africa more than the amount of British exports to that country, a Member asked if steps would be taken to discourage such imports so as to reduce the negative effect on the United Kingdom balance of payments. 'No, Sir', replied Mr. Grant. 'It is our total balance of payments which matters rather than the balance with a particular part of the world.'

Trade with South Africa

Mr. Grant was asked to make a statement on the Government's policy towards the continuance of Commonwealth trade preference to the Republic of South Africa. He answered: 'The preferential arrangements with South Africa assist our trade in both directions. Our present policy is to maintain them subject to any changes that may be necessary if our negotiations with the European Economic Community are successful.'

Answering another question on goods allowed duty free entry to this country from South Africa; and if he would seek to eliminate discrimination against imports from developing countries as compared with those from South Africa, Mr. Grant said that virtually all goods from South Africa were accorded duty-free entry into this country. The scheme for generalized preferences recently agreed at UNCTAD should provide for duty-free entry for most goods from developing countries.

Steel used by upholstery and soft furnishing trades

Questions were asked on the quantities of bars and rods, including wire rods, angles, shapes and sections, girders, beams, joists and pillars rolled, not fabricated, including tube rounds and squared, of a steel base and the total cost of bolts, rivets, nuts and washers, screws, nails, tacks, etc., used for production by the furniture and upholstery, bedding and soft furnishings, and shop and office fittings industries for the year 1968, as reported in the Census of Production form CP3 4720, Census of Production for 1968, and the Quarterly Inquiry, Furniture and Upholstery (4720), PQ/101. Mr. Ridley said that information about usage of materials was not available. Information about purchases of materials was not collected in the quarterly inquiry, but purchases of materials as reported in the 1968 Census of Production were as follows:

Steel bars and rods (including wire rods) angles, shapes, and sections, girders, beams, joists and pillars rolled (not fabricated), including tube rounds and squares (†)	£1,728,000
Bolts, rivets, nuts and washers, screws, nails, tacks, etc.	£2,274,000

(†) Information about the quantities purchased is not available.

Reclamation industry

When asked to make a statement on the policy of HM Government regarding the reclamation industry, Mr. Ridley said: 'We recognize the important part which the reclamation industry has to play in recovering raw materials for industry. Our aim is to create conditions which will help this and other industries to operate competitively and efficiently.'

Expenditure on research and development

Mr. Ridley was asked to give a revised estimate of expenditure for Government sponsored research and development within British industry, including sponsored development contracts, and expenditure on research associations. He replied that the 1970/71 Estimate contained about £12 million for Government expenditure by the DTI on research and development within British industry including the research associations.

Asked for a revised estimate for the current year of the total expenditure on Government research, including expenditure on Government research establishments and laboratories for which he is responsible; and how this compared with previous years, Mr. Ridley said the Estimate for expenditure on research and development in Government establishments (including those of the Atomic Energy Authority) in 1970/71 was £63 million. The Estimates for 1968/69 and 1969/70 were about the same.

In answer to a further question: what role the DTI would undertake in financial contribution as well as practical aid in industrial,

National Exhibition Centre

In reply to a question about the construction of a national exhibition centre near Birmingham; and what consideration had been given to providing more up-to-date facilities nearer London, Mr. Davies said that professional and other planning work was proceeding vigorously and the Government proposed to make a contribution of up to £70,000 in 1970/71 to the cost of this work. A supplementary estimate would be presented in due course and in the meantime any necessary advance would be made from the Civil Contingencies Fund. The Department of Trade and Industry was not considering the provision of exhibition facilities in or near London.

technological, and scientific research, and experiment, Mr. Ridley said: 'The hon. Member will now have seen the White Paper on the re-organization of Central Government (Cmnd. 4506) which sets out the role of the Department.

'I shall be reviewing the various programmes including those concerned with industrial, technological and scientific research in the light of this.'

Royalties

Mr. Grant answered a question on the positive overseas balance produced by artistic royalties; how it compared with the balance produced by technological royalties; and the relationship of the positive balance to the amount spent abroad and to the receipts from other countries in each case. He said that the latest figures were for 1968, when there were favourable balances of £11 million for artistic royalties and £6 million for technological and mineral royalties, excluding oil. Details were published in the *Board of Trade Journal* of March 25, 1970.

Metrication

A suggestion was made that a survey of public opinion should be made on the question of metrication similar to that recently carried out on British Standard Time. Mr. Ridley answered: 'No Sir, that survey inquired into people's reactions to the practical operation of British Standard Time after two-year's experience. Metrication is not a single decision. Large numbers of independent organizations are each free to take their own decision and the public will be able to consider the matter in the light of the forthcoming White Paper.'

Crowther Committee on Credit

Asked when he expected to publish the Report of the Crowther Committee on Credit, Mr. Ridley said: 'I understand that the Committee are in the final stages of preparing their Report and it will be presented to us shortly. We shall then arrange for its early publication.'

Opencast mining

A Member asked if steps would be taken to preserve the countryside from the effects of coal prospecting and opencast mining. Mr. Ridley answered that the Opencast Coal Act, 1958 required the Secretary of State for Trade and Industry to take into account any effect which proposals for opencast working would have on the natural beauty of the countryside and to lay down conditions for restoration. The control of prospecting was a matter for the local planning authority.

Smokeless fuel supplies

Mr. John Davies, Secretary of State for Trade and Industry was asked what action he had taken to co-ordinate the actions of all the organizations concerned so as to secure that adequate supplies of smokeless fuels were available at reasonable prices to all householders whose houses were located in smokeless zones. He replied that local shortages of solid smokeless fuels were inevitable especially in view of current unofficial strikes. The problems now facing the distributive trade could only be handled effectively by the trade itself; and all local authorities had been asked to check the probable supply position in their area. He was not responsible for retail prices.

Answering further questions on the supply of smokeless solid fuels, Mr. Davies said that the current unofficial strike had increased the chance of local shortages, and he was watching the situation closely in consultation with producers and distributors.

Gas and electricity prices

'I have once invited a board to defer a proposal,' said Mr. Davies, when asked on how many occasions since July 24 he had intervened to prevent proposed price increases by the gas and electricity supply industries.

North Sea gas

Asked to make a statement on the report of the safety of North Sea gas, Mr. Davies said: 'The Government welcomes this Report, which is reassuring about the safety of natural gas. Work is well in hand to implement the main recommendations.'

Computer-aided design centres

Answering a question on the computer-aided design centres Mr. Ridley said that the CAD Centre at Cambridge was the DTI's only establishment devoted solely to computer aided design. He went on: 'It is performing valuable work, but we shall keep its activities under review to ensure that the benefits remain commensurate with the costs.'

Official visit to Scotland

'I hope that it will be possible for me to make an official visit to South-West Scotland in due course,' said Mr. Grant in answer to a Question.

Industrial development

Mr. Grant answered questions on industrial development in Scotland, Wales, the Northern Region, Crook and Meadowfield, Easington, the West Riding, North Humberside, Tyneside and Sunderland.

TUESDAY, NOVEMBER 10

Price increases

Mr. Ridley was asked to estimate price increases arising from Government policies and price reductions that would occur during the next 12 months arising from competition. 'No estimate is possible', he replied. 'But it is certain that substantial price increases will occur during the next 12 months if the current level of wage settlements continues.'

Metrication

A Member asked if, in reaching a decision on the introduction of metrication to money, length, capacity and weight, the Secretary of State would take into account the fact that many publishers had printed, and schools had purchased, books with examples and exercises in capacity and weight using the metric system. 'We will bear this point in mind', replied Mr. Ridley.

Proposed Bank of Wales

In reply to a question about legislation for the setting up of a Bank of Wales, Mr. Ridley said: 'We are not considering the introduction of any legislation on the matter. A company to carry on the business of banking in Wales could be formed under the Companies Acts.'

Progress in thermonuclear fusion

Referring to a Russian breakthrough in thermonuclear fusion by Professor Kapitsa, a Member asked for a further statement on progress in the United Kingdom. Mr. Ridley replied that the most recent article on Professor Kapitsa's work appeared in February. This described basic experiments on a system for containing and heating a gas by means of a high frequency electromagnetic field together with some calculations of the feasibility of a reactor based on such a system. Culham Laboratory had considered such a system but did not regard it as providing a promising approach to a nuclear fusion reactor.

The Russian laboratories concerned with fusion work, with which Culham had a full exchange of information, appeared to share the same view.

British progress in nuclear fusion and plasma physics research was described in Chapter V of the recently published Annual Report of the United Kingdom Atomic Energy Authority for 1969/70.

British Steel Corporation

'The British Steel Corporation's investment programme has not been cut and it is for them to formulate plans for particular works', said Mr. Ridley in reply to a question.

North Sea gas

A Member who asked what would be the annual royalty income from exploitation of North Sea gas assuming a daily flow rate of 3,000 million cubic feet, was told by Mr. Ridley that it was estimated that when supplies reach an average rate of 3000 MM c.f.d. the royalty payable would be around £10 million per annum. The actual amount would, of course, depend on a number of factors.

Industrial development

Mr. Grant answered questions on industrial development in Wales.

Imports of butter

Mr. Grant was asked how much additional imported butter it was intended to allow into this country; from which countries it would be imported; and what representations he had received from the National Farmers' Union about the increased importation. Mr. Grant replied that the DTI announced on November 4 that in order to meet a temporary supply difficulty additional imports of 5,000 tons of butter were being authorized from established near-at-hand supplying countries with butter available for early delivery. Individual allocations had been made as follows:

	Tons
Belgium	50
Bulgaria	100
Finland	750
France	300
Hungary	100
Irish Republic	2,000
Netherlands	800
Poland	700
Rumania	200

The NFU wrote to the Ministry of Agriculture, Fisheries & Food on October 20 and in reply the Ministry made clear that this additional import was designed to meet a temporary shortage of blending butters and, in view of shortfalls from some suppliers, was not expected to result in actual imports exceeding the figure of 425,000 tons provided for in the import quota for 1970/71.

Desalination

Asked how much money the DTI spent on research into desalination technology each year; and how the money was allocated between alternative methods of desalting, Mr. Ridley said that expenditure by the Department on research into desalination technology was incurred through the Atomic Energy Authority. The Authority was currently engaged upon a second three-year programme, during which annual expenditure was averaging some £950,000 distributed between the various processes approximately as follows:

Multi-stage flash distillation	30·5%
Multiple effect distillation (e.g., Vertical Tube Evaporator and Horizontal Falling Film)	17%
Secondary refrigerant freezing	18%
Reverse osmosis	15·5%
Electrodialysis	3%
Engineering and systems analyses	16%

(*Continued at foot of next page*)

Parliamentary Answers on aviation and shipping

FRIDAY, NOVEMBER 6

Noise levels at Manchester Airport

Asked if he was aware of the recent increase in noise levels at Manchester Airport; and what action he proposed to take, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, DTI, said: 'I am aware that there has been an increase in activity at Manchester Airport which may have led to some increase in noise disturbance. Action to reduce noise disturbance is a matter for the owners, Manchester Corporation. I understand that they already operate a variety of noise abatement measures and are also considering others.'

Aircraft industry

Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, DTI, was asked what action he would take to ensure competition in the products for the aircraft industry in which Rotax now had a monopoly. He replied: 'I understand that in each of the main products with which Rotax is concerned it is already in competition with both British and foreign firms.'

Replying to a Member who asked if consortia arrangements to share the European markets for products required for the aircraft industry so that competition both national and international was eliminated had to have his approval before tenders for Government work might be considered, Mr. Ridley said that such arrangements would not require Ministerial approval. He continued that most kinds of restrictive agreement relating to the supply of goods in his country, to which two or more United Kingdom firms were party, were a matter for the Restrictive Practices Court. So far as Government tenders were concerned, the Minister of Aviation Supply was responsible for ensuring that the Government obtained value for money.

MONDAY, NOVEMBER 9

Landings at Heathrow

Answering a request for a limit to the number of flights permitted to land at London Airport, Heathrow, each day during 1971, Mr. Grant said: 'No. To do this before suitable alternative airport capacity is available would inconvenience the travelling public and impose losses on airlines, the airport and the economy.'

Safety rules for oil tankers

Stating that some oil tankers were not fully equipped to deal with accidents in which they might be involved; a Member asked if regulations would be introduced to deal with this danger in view of the size of these vessels and the nature of their cargoes. Mr. Grant answered that existing rules required tankers to be constructed and provided with fire-extinguishing and other equipment to minimize and deal with hazards from accidents on board or from collisions or stranding. The United Kingdom was participating fully in international discussions about the need for additional requirements.

Aircraft noise at Heathrow

Mr. Grant was asked what had been the level and nature of the public response to his invitation to report on the noise effect of the changes made for a trial period in landing and departure procedures at Heathrow, London Airport. He answered that there was very little response to the invitation, and the few reports of increased disturbance received could not be related to the trials. Most were received before the trials began.

A further question was put, suggesting the introduction of an aircraft noise tax at Heathrow Airport along lines recommended by the Local Authorities Aircraft Noise Council. Mr. Grant answered: 'No, Sir. This could do nothing to quieten existing aircraft, which airlines must continue to use for a number of years; and adequate funds are already available both here and in the United States for research to reduce their noise.'

European Organization for the Safety of Air Navigation

A Member asked for a statement on the activities of the European Organization for the Safety of Air Navigation, of which HM Government was a member. Mr. Grant replied that copies of the Seventh Annual Report of the Organization, summarizing its activities during 1969, had been placed in the Library of the House.

International airport for Yorkshire and Humberside

A Member asked Mr. Grant if he would initiate and co-ordinate discussions with and between the Yorkshire and Humberside Planning Council and all the relevant local authorities concerning the need and siting of an international airport for Yorkshire and Humberside. Mr. Grant answered: 'No; it is for the local interests to take the initiative if they consider such action is required. The Department will, of course, provide what assistance it can on technical aspects of the matter.'

Recovery of ship's bell

Questions were asked about the recovery of a ship's bell, reputedly that of HMS 'Eagle'. Mr. Grant answered: 'Recovery of the remains of a bell has been reported to the Receiver of Wreck, Isles of Scilly. The bell has not been delivered to the Receiver but is receiving conservation treatment. Enquiries are being made in conjunction with the Ministry of Defence to establish the true ownership of the bell. As these may take some time I am considering whether the Receiver of Wreck should be instructed to request that the bell be placed in his legal custody so that it may be dealt with in all respects in accordance with the provisions of Part IX of the Merchant Shipping Act 1894.'

Protective barrier round munitions ship

Mr. Grant was asked whether the study into the feasibility of placing a protective barrier around the wreck of the munitions ship 'Richard Montgomery' in the Thames Estuary which was to have begun a year ago had now been completed; and with what result. Mr. Grant said: 'Not yet, but on the information already provided by the Hydraulics Research Station it is clear that the protection of the wreck by blockships is not feasible. However other forms of barrier are still being studied.'

Protection against aircraft noise

Answering a Member who asked what steps he proposed taking to protect people in London against the excessive noise made by aircraft using Heathrow Airport, Mr. Grant said: 'A degree of protection is afforded by use of minimum noise routes, preferential runways, noise-monitored take-off procedures, height-monitored approaches, restrictions on night traffic, assistance with sound insulation and control of ground running. We propose to maintain these measures and where practicable improve on them.'

Size of oil tankers

In an answer to a suggestion that international discussions should be initiated aimed at limiting the size of future bulk oil tankers, Mr. Grant said the Inter-governmental Maritime Consultative Organization, on which the United Kingdom was represented, had already initiated international discussions on the design construction and equipment of large oil tankers.

The shipbuilding industry

Asked how existing contracts in the shipbuilding industry would be defined for the continued eligibility of the shipowner for investment grants, Mr. Grant said contracts for ships would be treated in the same way as contracts for other assets. Whether a contract existed at midnight on October 26 was a question of fact and law on which the applicant must satisfy the DTI in each case. 'We shall be guided as necessary by legal advice,' he said.

PARLIAMENTARY ANSWERS, *continued*

WEDNESDAY, NOVEMBER 11

German and French exports to Rhodesia

When asked to estimate the potential value observance of sanctions on the basis of the of exports to Rhodesia cancelled due to the growth in the value of West German and French exports to Rhodesia in each of the last three years, Mr. Grant said an estimate could not be made in the way suggested; German and French exports to Rhodesia fell sharply last year to very low levels and were in each case less than the United Kingdom's.

THURSDAY, NOVEMBER 12

Regional Employment Premium

Mr. Grant was asked to estimate the proportion of wage costs met by the Regional Employment Premium in Wales and in the Northern Region and what proposals he had for ensuring that the competitive advantage enjoyed by manufacturers in these regions would be maintained after 1974. Mr. Grant said that the figures were not available in the form requested but it was estimated that in the development areas as a whole payments in respect of REP are equal to slightly less than 6 per cent of labour costs. The incentives for investment announced by the Chancellor of the Exchequer on October 27 were expressly designed to encourage the growth of efficient and competitive enterprises; this would assist the development areas. The regional margin derived from these measures would be substantial.

Telecommunications industry

Asked whether he would take steps to examine the lack of competition in the telecommunications equipment manufacturing industry, Mr. Ridley said: 'Recent changes in purchasing policy by the Post Office have been designed to encourage competition in the industry. I am not at present persuaded of the need for an examination.'

North Sea minefields

Answering a question on the number of British ships struck mines in the North Sea since the war; and how many people had been killed, Mr. Grant said that the Annual Returns of Shipping Casualties and Deaths listed a number of casualties to British merchant and fishing vessels caused by mines from 1946 to 1952 but not beyond. They did not, however, distinguish in each of those years which took place in the North Sea.

Report of the shipbuilding industry

Mr. Ridley was asked what action he proposed to implement the recommendations contained in the recent report of the shipbuilding and ship repair industry. Mr. Ridley said that the Report's recommendations about the industry's structure and productivity were for action by the industry itself. Those which were for action by Government would be considered when he received the further information from the industry suggested in the Report.

Civil aircraft maintenance

Asked if he proposed to vary present regulations governing the role of licensed aircraft engineers in relation to the issue of certificates of civil aircraft maintenance, Mr. Grant said that proposals had been made by the Air Registration Board in respect of large aircraft in public transport service but the DTI were awaiting further examination of the matter before deciding what amendments of the regulations would be justified.

TUESDAY, NOVEMBER 10

Collision of 'Pacific Glory' and 'Allegro'

Mr. Grant was asked if he would ensure that the final report of the inquiry being conducted by the Liberian Government in London into the collision of the tankers 'Pacific Glory' and 'Allegro' was made available to the British Government and published. He replied that following representations to the Liberian Government, two of the Department's Surveyors were attending the Liberian inquiry now being held in London. 'We have also asked to be given a copy of the report of the inquiry which we understand will be published', he said. Asked if the findings of the preliminary inquiry into the causes of the collision would be made publicly available and when Mr. Grant said 'No. It is not considered appropriate to publish reports of preliminary inquiries, but we shall be considering the report of this preliminary inquiry in the light of the findings of the Liberian Marine Board of Investigation.'

Mr. Grant was also asked to request information from the Liberian Government as to the actual manning scales and level of competency of the crews of the tankers 'Pacific Glory' and 'Allegro' at the time of the collision. He said that this would be one of the matters on which information would be sought in the inquiries presently being conducted.

The continental shelf

Mr. Ridley was asked what was the total area, in square miles, of continental shelf over which Great Britain asserts exclusive rights of exploration and exploitation. He said that United Kingdom rights had been asserted over a total of 137,000 sq. miles by designation under the Continental Shelf Act 1964. Further areas would be designated in due course. Answering a further question on legislation laying down safety standards for rigs, platforms and other structures operating on or above British continental shelf lands, Mr. Ridley said that the Government had decided that the safety of persons working on offshore oil and gas installations should be covered by a statutory safety code. Legislation would be brought forward as opportunity offers. 'I am generally satisfied with the rate of exploration and development of our Continental Shelf resources but I shall keep the matter under review,' Mr. Ridley said in answer to another question.

Marine Technology Support Unit

Replying to questions about the Marine Technology Support Unit and the Committee on Marine Technology, Mr. Ridley said: 'The Committee on Marine Technology is an interdepartmental advisory committee and its functions and activities and those of the Marine Technology Support Unit, which provides technological aid for the Committee, will be subject to the review of functions of Central Government as announced in the White Paper on The Reorganization of Central Government.'

Exploration of Irish Sea

Asked when he will abolish the requirement that private companies must collaborate with nationalized industries in the exploitation of hydrocarbon reserves beneath the Irish Sea, Mr. Ridley said the criteria for the award of future licences would be announced in due course.

Tidal power

Mr. Ridley was asked, whether, in view of recent interest in the health of the environment, he would re-examine the possibilities of utilizing tidal power around the coasts as a source of pollution-free energy. 'No', he answered. 'The merits and economics of tidal power are kept under review by the Department and I can see no reason for instituting a special investigation at this time. While it is true that tidal power does not cause atmospheric pollution, the massive civil engineering work would not be without impact on the environment nor would the ecology of the area be undisturbed.'

WEDNESDAY, NOVEMBER 11

Rolls-Royce

The following statement was made by Mr. Frederick Corfield, Minister of Aviation Supply:

'In 1968, the previous Administration made arrangements to provide launching aid up to £47 million to Rolls-Royce Limited for its RB211-22 engine, which had been ordered for the Lockheed Trijet aircraft. The aid was intended to cover, after certain adjustments, 70 per cent of the estimated launching cost of £65 million. This figure was later revised to £75 million without any increase in launching aid.

'Her Majesty's Government have now been informed that the cost of launching the engine is estimated to have risen to £135 million. Recognizing the magnitude and importance of this programme, the Government have decided to join with the company and its bankers in meeting the increased cost. For their part, the Government will make further provision for launching aid at the existing rate of 70 per cent. Subject to a further check of the figures by independent accountants, and to limitation for a period of any distribution on the company's ordinary share capital, the additional launching aid will be 70 per cent of the increase cost over £75 million up to a maximum of £42 million, thus making a total of up to £89 million towards the cost of launching this engine. Rolls-Royce will pay my Department an appropriate levy on all engine sales. The banks for their part will be making a further £18 million available. No further assistance will be provided by the Industrial Reorganization Corporation beyond the £10 million which was committed by it under the previous Administration.

'Rolls-Royce is itself making its half-yearly statement today in which it is announcing changes in the company's management.

'The House, I trust, will join me in expressing the hope that this important development programme can now be successfully completed.

British Petroleum pipeline

Asked whether, in view of the hazard to shipping and potential damage to the marine environment, he would instruct British Petroleum to rebury the pipeline, Easington/West Solefield, uncovered on the seabed of the North Sea, Mr. Grant said previous attempts to rebury short uncovered sections had resulted in some damage to the concrete coating without achieving burial. Measures had been taken recently to stabilize the pipeline and he was awaiting a report on the survey findings. The line was marked on Admiralty charts with a warning against anchoring or trawling in the vicinity. 'I have no reason to believe that there is any danger to shipping as long as this warning is heeded,' added Mr. Grant.

Turnhouse Airport

Mr. Grant was asked if he was now satisfied with the standards of safety at Turnhouse Airport, Edinburgh. He replied: 'Turnhouse continues to maintain a good safety record but arrangements there, as at other United Kingdom airports, are kept under review. Some diversion of services is caused by crosswinds and sea-mist from time to time. The second instrument landing system, which came into operation in September, and the surveillance radar installed earlier this year are, however, now helping to improve regularity of operations.'

Economic Trends

A monthly journal for those who want to follow the main trends of the economic situation in the United Kingdom. It brings together the main statistical series on employment, output, consumption, trade and finance, and each issue contains a special feature article on some aspect of the statistics.

Price **10s.** (*by post* 10s. 8*d.*) Annual subscription **£6 8s.** including postage

HMSO

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1) Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

Government surplus sales

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
November 24	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 08692 2073)

Miscellaneous clothing and textiles, including, khaki greatcoats, BD trousers and blouses; Blue dungaree overalls various sizes; vests; drawers; shirts; poncho and groundsheets; mattresses; blankets; carpets; webbing packs; haversacks; scrap webbing, hessian, mixed rags; tubular stacking chairs; armchairs; dining chairs; dressing tables; filing cabinets; chests of drawers and other items of household and office furniture; fire fighting equipment including, Bedford Fire Tenders; Coventry Climax Featherweight pumps; delivery and suction hose; firemen's axes; shell and mine dressings; bandages; sisal and manila rope; Austin Gipsys; a few fork lift trucks; Caterpillar D4 tractors and spares; two 8-ton Tasker semi trailers; oxyacetylene outfits; 5-ton ratchet jacks; wooden and steel pallets; vehicle spares; miscellaneous hand tools including large quantity of twist drills various sizes; electrical equipment and spares; and many items of other general stores

December 1 and 2	Vehicles, plant equipment, textiles, clothing furniture	Regional Depot, Ordnance Support Unit, RAOC, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH (Tel. 053-2 20898)

VEHICLES: Land Rovers; Austin Gipsy Pick-Ups; Bedford coaches; mobile kitchens; trailers and trailer pumps; Mack gritters and Ford Snogo; Bedford fire tenders; Coventry Climax featherweight pumps; PLANT: EQUIPMENT: diesel and electric fork lift trucks; pallet transporters; drilling and grinding machines; welding equipment; compressors; transporting and lifting equipment; presses; degreasing plant; gravity roller conveyor; laboratory equipment; cable; tyres; electrical signal and wireless equipment; tool kits and hand tools; fire fighting equipment including, suction and delivery hose, collecting heads; nozzles, strainers, branch pipes, adaptors, diffusers, etc.; hydraulic and screw jacks; household and kitchen equipment; ropes; asbestos blankets; bandages; dressings, hurricane lamps; extending ladders; shovels, etc.; TEXTILES: tents; canvas; haversacks; packs; carpets; curtains; webbing; kit bags; camping equipment; white and coloured blankets; CLOTHING: denim trousers; and blouses; firemen's trousers and tunics; leggings; berets; battledress blouses and trousers; greatcoats; skirts; women's leather shoes; raincoats, etc.; HOUSEHOLD AND OFFICE FURNITURE: beds; large quantities of other general stores.

December 8 and 9	Miscellaneous equipment and stores	Ordnance Storage & Disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), 'Modwena,' 13 Market Place, Burton-upon-Trent, (Tel. 4657)

Coventry Climax fork lift trucks; radar cabin trailers; Austin Gipsys; Bedford fire tenders with Sigmund pump; two Morris Commercial Minibuses; Mack gritters with plough; earthmover components and conversion sets both British and American; large quantities of American earthmover spares; travelling hoists, blocks and chains; rescue equipment including, suction and delivery hose, nozzles, pipe diffusers, collecting heads, wrecking bars, extending ladders, firemen's axes; chisels, first aid equipment, wood and canvas folding stretchers, etc.; hurricane lamps; wooden boxes and crates; miscellaneous electrical equipment; signal generators; oscilloscopes; compressors; electric motors 1½ to 6 h.p.; pneumatic tyres; large quantities of vehicle spares; photographic equipment; machine tools; hydraulic jacks; aircraft equipment and spares; pneumatic tyres; CLOTHING AND TEXTILES: blue greatcoats; berets; combination overalls; denim blouses and trousers; rubber knee boots; vests and drawers; women's shoes, various sizes; webbing packs and waist belts; haversacks; carpets; blankets, etc.; HOUSEHOLD AND OFFICE FURNITURE: dining and office chairs and tables; dressing tables; chests of drawers; filing cabinets; tubular stacking chairs; BLACK PVC PLASTIC SHEETS 160 ft. by 90 ft. by 0·014 in. FOLDED AND ROLLED ON TWO ROLLERS AND CONTAINED IN WOODEN CASES.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only)

DEPARTMENT OF THE ENVIRONMENT

1970	Description of goods	Location	Auctioneers
December 1	Office and miscellaneous furniture and equipment	Ministry of Public Building & Works Supplies Division Stores, Bay 5, Ashton Vale Road, Bristol 3	Stanley Alder & Price, 7 St. Stephens Street, Bristol 1

Catalogues direct from Auctioneers. View Days 9.0 a.m.-4.30 p.m. day preceding sale

Sale by Tender

To purchase, dismantle and remove temporary wooden structures comprising: Block 'A' – Stabling, approx. 17,000 sq. ft.; Block 'B' – Stabling, approx. 14,000 sq. ft.; Block 'C' – Riding School, approx. 7,500 sq. ft.; Block 'D' – Veterinary Lines, approx. 2,000 sq. ft.

Applications for tender documents should be made to the Department of the Environment, 71-73 Southwark Street, London, S.E.1, and not later than Friday, November 27, 1970

FOR SALE

Stainless Steel Items. 46 in. Heavy Industrial Blower Unit. Shafting 2 in. to 9 in. Tanks, 10 to 800 gal. cap. Stop Cocks. Valves. Pumps. Tubes. 18 in. Round Ducting. Various Fittings, etc., etc.

Large quantity Electric motors, ⅓ to 20 h.p. 3/50/440. Variable Speed Gearboxes. Starters. Reduction Boxes. Switches. Transformers. Misc. Electrical Equipment. Hydraulic Pumps. Rams. Controls. Fittings, etc., etc.

H. F. & C. GODSMARK & CO.,
KING STREET WORKS, RIPON 3865, YORKS.

'EFTA Bulletin' asks 'will the US go protectionist?'

AN IMPORTANT article by George Young in the current issue of the *EFTA Bulletin* discusses the protectionist trends in the United States, the possibility of protectionist legislation and its consequences for world trade.

Other subjects covered are Greenland and the Faroe Islands as members of EFTA, the new EFTA Convention to remove barriers to trade in pharmaceutical products and differences between the United Kingdom and EEC agricultural support systems. The *Bulletin* also includes a diary of events in the first stages of the EEC enlargement negotiations and an article – 'Farewell to Gunnar Large' – about Sweden's retiring Minister of Commerce who has been closely associated with EFTA since its foundation.

Copies of the November issue of *EFTA Bulletin* are available free of charge from the EFTA Information Centre, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1964	105	108·3	107	107	103	..	117	113	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	104	140	130	143	145	142	157	23	75	41
1969	117	122·9	143	142	113	103	135	135	146	130	130	276	194	–17	36
1968															
3rd quarter	116	120·7	135	135	112	103	138	129	143	142	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104	145	146	159	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102	132	124	136	135	134	96	104	1	9
2nd quarter	116	123·3	141	141	113	104	133	136	145	129	127	65	33	– 3	—
3rd quarter	118	123·2	143	144	113	103	136	141	152	130	128	23	–12	– 6	10
4th quarter	119	123·5	147	146	114	103	136	140	152	127	131	92	70	– 9	16
1970															
1st quarter	117	123·7	149	148	114	103	132	138	140	115	131	–25	45	– 7	–41
2nd quarter	119	122·8	154	153	116	104	140	145	156	120	136	68	33	8	7
3rd quarter						105									26
1970															
March		125				103									
April		125				103									
May		121				105									
June		123				105									
July		123 p				104									
August		125 p				105									
September						104									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries orders on hand (end period)	Retail price Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1964	119	107·0	3·3	103·9	101·9	148·6	362	221	24,566	114	105	–395
1965	123	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 77
1966	118	116·5	3·9	110·2	107·3	168·5	323	255	24,834	119	122	43
1967	108	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	126	–312
1968	108	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	150	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	167	169	416
1968												
3rd quarter	104	125·7	5·6	119·3	112·8	187·7	547	189	24,292	161	154	– 27
4th quarter	108	127·2	5·6	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	111	129·7	6·2	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	5·4	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	5·0	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	119	136·2	5·0	130·1	120·6	209·0	561	192	24,280	172	180	153
2nd quarter	123	139·5	5·8	129·2	123·6	213·8	563	187		183	182	53
3rd quarter		141·1	6·9	126·9 p	125·7 p	219·0	592	185		177	174	
1970												
April	119	139·1	5·6	130·4	122·9	211·8	567	188		180	187	
May	119	139·5	6·1	129·3	123·6	214·3	560	187		176	174	
June	123	139·9	5·9	128·0	124·2	215·4	561	187		192	185	
July	124 p	140·9	6·7	127·5	125·0	217·1	593	186		143	185	
August	126 p	140·8	6·8	126·1	125·7	219·3	593	184		195	140	
September		141·5	7·0	127·1 p	126·2 p	220·5	589	187		192	199	
October				126·0 p	126·7 p		576	184				

† Not seasonally adjusted

WHOLESALE PRICE INDEX NUMBERS

Output prices continue to rise in October

THERE WAS little change in the provisional price index for basic materials and fuel used in manufacturing industry in October. There were further marked downward movements in the prices of copper, wool and rubber. Prices of food and drinks materials increased, probably seasonally. The overall result was a slight decline in the index. Compared with last October, prices of food and drinks materials were 7 per cent higher but prices of other materials were on balance little changed, confining the increase in the index to 2 per cent.

The price index for home sales of manufactured products rose nearly ½ per cent in October on provisional figures. This indicates no significant change in the rate of increase compared with recent months. In October, the index was 7 per cent higher than a year ago.

Materials and fuel used in broad sectors of industry (Table 1)

The provisional price index for the food manufacturing industries rose 1 per cent in October, mainly due to higher prices for home and imported cereals. In October the index was 6½ per cent higher than a year ago. The index for the chemicals and allied industries rose 1 per cent due to higher prices for a number of materials, and that for mechanical engineering rose ¼ per cent as the result of steel price increases. Lower prices for wools purchased by the textiles industries, and for copper products by the electrical engineering industry, principally accounted for reductions of 1 per cent in the index numbers for these sectors. Index numbers for other broad sectors of manufacturing industry changed by less than ¼ per cent in October. Prices of construction materials rose 1 per cent mainly due to an increase in cement prices.

Output of broad sectors of industry: home sales (Table 2)

Price index numbers for all broad sectors of industry except textiles (unchanged on provisional figures) continued to rise in October. The most marked increase was of 1½ per cent in the index for the steel industries, due to rises over a broad range of products in the middle of the month. Before October this index had changed little since the sharp rise following the last general increase in January. Increases in other provisional sector index numbers in October were between ¼ and ½ per cent.

Table 1. Price index numbers of materials purchased 1963 = 100

1968 SIC		1969		1970			1969	1970							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. p	Oct.	Mar.	Apr.	May	June	July	Aug.	Sept. p	Oct. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry:	121·4	124·1	126·3	126·1	124·9	122·8	127·0	126·8	126·4	125·3	125·0	123·9	125·7	125·5
	Basic materials	121·8	124·7	126·7	126·5	124·9	123·2	127·4	127·2	126·8	125·5	125·1	123·7	125·8	125·5
	†Fuel	119·8	120·9	124·0	124·0	124·8	120·9	124·7	124·0	124·0	124·0	124·4	124·7	125·1	125·1
Orders IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries	126·1	127·3	130·1	129·2	126·9	125·9	130·8	130·4	129·3	128·0	127·5	126·1	127·1	126·0
	Basic materials other than fuel	127·5	128·7	131·5	130·5	127·4	127·0	132·3	131·9	130·6	128·9	128·3	126·4	127·6	126·2
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Food manufacturing industries	112·4	118·0	119·4	120·8	121·6	116·8	120·4	120·4	121·2	120·6	120·9	120·5	123·3	124·5
Order V	Chemicals and allied industries	116·8	118·7	120·7	122·4	123·7	117·5	121·9	122·1	122·3	122·8	123·5	123·4	124·2	125·5
311 and 312	Steel industries	116·9	118·8	123·3	125·2	127·7	117·8	124·4	124·1	125·7	125·8	126·2	126·4	130·4	130·1
Order VII (excluding MLH 342)	Mechanical engineering industries	126·8	130·7	136·6	138·8	137·2	129·0	138·8	139·6	139·0	137·8	137·3	137·0	137·3	137·7
Order IX	Electrical engineering industry	149·5	153·3	158·7	159·1	150·7	149·6	162·1	162·8	159·4	155·0	153·0	149·9	149·1	147·4
361	Electrical machinery industry	137·5	141·6	147·5	150·6	147·6	139·2	150·4	151·5	150·9	149·4	148·6	147·2	147·0	146·7
Order XIII	Textile industries	103·4	102·8	103·6	104·2	104·3	102·8	103·6	103·8	104·3	104·4	105·0	104·4	103·6	102·6
Order XV	Clothing and footwear industries	116·3	116·8	117·6	119·9	121·5	116·7	117·7	119·4	119·9	120·5	121·2	121·6	121·7	121·8
Order XVII	Timber industries	127·8	129·3	131·6	134·0	135·6	128·8	132·6	133·4	134·1	134·5	135·1	135·6	136·0	136·2
481-484	Paper industries	121·8	123·6	129·4	131·5	135·5	122·7	130·0	130·6	131·6	132·1	135·0	135·6	135·8	136·0
Order XX	Construction materials	119·9	121·9	124·9	128·2	130·3	120·7	126·2	127·4	128·2	128·9	130·0	130·5	130·5	131·7
Part of Order XX	House building materials	122·3	124·1	127·1	130·2	132·9	122·9	128·3	129·3	130·1	131·2	132·4	133·1	133·2	133·9

† Coal (except for carbonizing), gas and electricity. Crude oil and coal for carbonizing are included in basic materials.

NOTES ON WHOLESALE PRICE INDEX NUMBERS

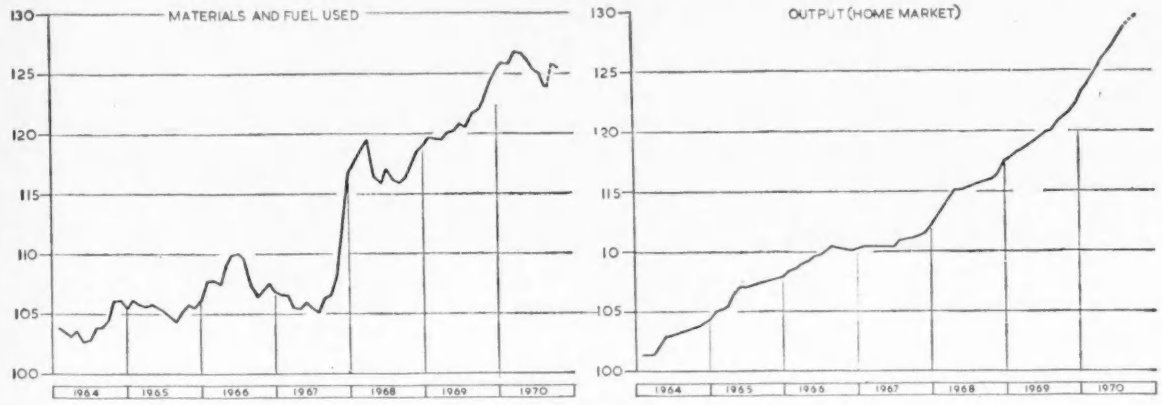
(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 25, 1970.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. The index numbers for the whole of manufacturing industry are not weighted averages or sector index numbers.

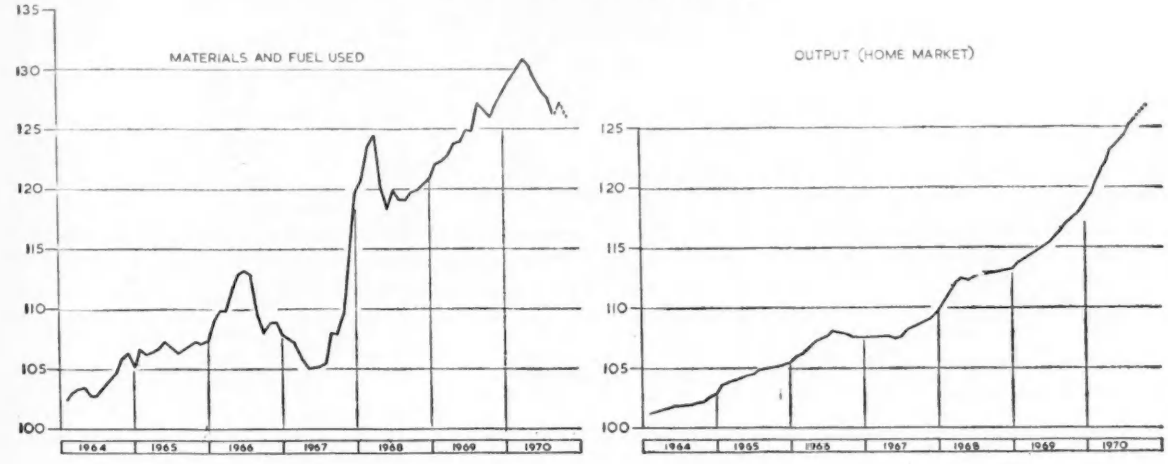
(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering) and 3411 for all other information.

WHOLESALE PRICES INDEX NUMBER 1963 = 100

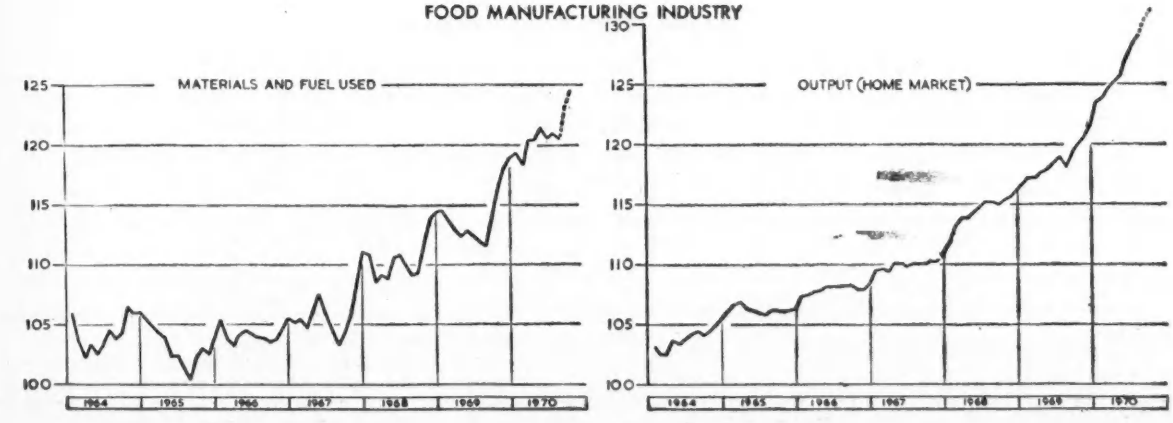
ALL MANUFACTURING INDUSTRY



MANUFACTURING INDUSTRY
(Other than food, drink and tobacco)



FOOD MANUFACTURING INDUSTRY



(*Continued on next page*)

WHOLESALE PRICE INDEX, *continued*

Table 2. Price index numbers of output **1963 = 100**

1968 SIC		1969		1970			1969	1970							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	Oct.	Mar.	Apr.	May	June	July	Aug.	Sept. p	Oct. p
Orders III to XIX	OUTPUT OF MANUFACTURED PRODUCTS All manufactured products: Total sales	121·3	122·7	125·1	127·6	129·6	122·2	126·0	126·9	127·6	128·2	129·1	129·6	130·1	130·5
	Home sales	120·3	121·7	124·2	126·6	128·6	121·1	125·0	126·0	126·6	127·3	128·0	128·6	129·3	129·7
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco: Total sales	118·9	120·5	122·9	125·8	127·9	120·0	123·9	125·2	125·9	126·4	127·3	128·0	128·4	128·7
	Home sales	116·5	118·0	120·6	123·6	125·7	117·5	121·6	122·9	123·6	124·2	125·0	125·7	126·2	126·7
	OUTPUT OF SELECTED BROAD SECTORS OF INDUSTRY:														
211-229	Products of the food manufacturing industries: Home sales	118·8	120·6	124·1	126·3	129·4	119·9	124·8	125·2	126·0	127·6	128·4	129·1	130·6	131·3
Order V	Chemicals and allied industries: Total sales	109·9	110·3	112·0	114·2	116·3	110·1	112·8	113·7	114·2	114·6	115·9	116·4	116·6	116·9
	Home sales	106·7	107·4	108·3	110·2	112·1	107·2	108·9	109·8	110·4	110·5	111·9	112·1	112·3	112·7
311 and 312	Steel industries: Total sales	114·7	119·0	127·1	129·8	130·1	117·4	129·6	129·8	130·2	129·5	129·7	130·1	130·3	132·1
	Home sales	114·3	118·7	127·2	130·0	129·5	117·3	130·1	130·4	130·4	129·3	129·3	129·5	129·8	131·9
Orders VII to XII	Engineering and allied industries: Total sales	120·2	122·0	124·5	128·1	130·4	121·5	125·9	127·3	128·2	129·0	129·9	130·5	130·9	131·2
	Home sales	118·3	120·2	123·3	127·2	129·4	119·6	124·9	126·3	127·2	128·2	128·8	129·4	129·9	130·3
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	120·9	122·8	126·3	130·3	133·5	122·1	127·9	129·4	130·0	131·5	132·5	133·5	134·3	134·5
Order IX	Electrical engineering: Home sales	117·3	119·3	121·7	126·0	128·3	118·9	123·2	124·5	125·9	127·5	128·1	128·2	128·5	129·2
Order XIII	Textile industries: Total sales	113·1	113·9	114·6r	116·4	117·9	113·5	114·8	116·1	116·4	116·7	117·6	118·0	118·0	118·0
	Home sales	111·8	112·4	113·1	115·3	117·0	112·2	113·4	114·8	115·3	115·8	116·7	117·1	117·2	117·2
Order XV	Clothing and footwear Home sales	111·8	112·3	113·3	114·6	115·7	112·2	113·8	114·2	114·7	115·0	115·4	115·6	116·0	116·2
Order XVII	Timber industries: Home sales	123·2	124·2	127·2	129·7	132·0	124·0	128·8	129·0	129·5	130·5	131·5	132·0	132·5	133·2
481-484	Paper industries: Home sales	118·7	120·8	125·7	128·2	132·6	120·4	127·5	127·8	128·1	128·8	130·7	132·9	134·1	134·6
Order XX	New construction‡	124	124	126	131			126			131				

‡ Index of building costs figures relate to average for the quarter.

Table 3a. Commodities produced in the United Kingdom **1963 = 100**

1968 SIC		1969	1970			
		Oct.	Apr.	Aug.	Sept. p	Oct. p
101	Coal	117·6	128·9	124·7	127·4	131·9
102/2	Slates	120·6	120·6	120·6	120·6	
109/3	Salt	97·2	93·9	98·6	98·9	102·2
211	Flour	122·5	122·5	122·5	122·5	122·7
216	Sugar, refined	98·0	94·7	94·9	94·9	94·3
217	Chocolate and sugar confectionery	125·0	133·0	137·4	138·6	138·9
231	Beer	140·2	145·3	145·8	145·8	145·8
240	Tobacco and cigarettes	138·4	138·4	138·8	138·8	138·8
262	Motor spirit, standard grade (including duty)	146·5	146·5	147·5	147·5	147·5
262	Medium fuel oil (950 secs.)	108·1	108·1	115·1	115·1	115·1
263	Lubricating oil and greases	110·1	113·3	114·4	114·4	115·0

1968 SIC		1969	1970			
		Oct.	Apr.	Aug.	Sept. p	Oct. p
271	General chemicals	104·6	106·0	108·5	108·5	108·5
272	Pharmaceutical chemicals	96·0	103·7	107·4	107·7	107·7
272	Pharmaceutical preparations	94·7	96·0	97·4	97·4	97·4
273	Toilet preparations	124·2	128·8	132·8	133·6	135·3
274	Paint	104·8	110·5	111·2	111·8	114·0
275	Soap	124·2	130·4	133·3	134·5	134·5
275	Soapless detergents	107·8	108·7	112·5	112·5	113·0
276/1	Synthetic resins and plastics materials	96·9	98·4	100·4	100·4	100·5
279/7	Photographic paper and films and photochemical materials	118·4	119·6	123·2	124·0	124·0
311/2	Steel sheets	109·0	121·9	121·9	121·9	125·1
311/2	Tinplate	115·9	126·5	126·5	126·5	130·5
311/2	Other finished steels	118·4	131·4	130·1	130·4	132·3

(*Continued on next page*)

COLOUR BLOCKS FOR FRONT COVER

Colour cover blocks: *The Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available for front cover colour illustrations. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Table 3 (a) (*Continued*) Commodities produced in the United Kingdom **1963 = 100**

1968 SIC		1969	1970			
		Oct.	Apr.	Aug.	Sept. p	Oct. p
312	Steel tubes	123·3	139·7	139·8	139·9	143·0
313/3 and 313/4	Iron castings	118·5	127·3	130·3	131·0	131·3
321	Aluminium and aluminium alloy products:					
	Rolled	137·5	139·1	143·2	143·2	..
	Extruded and drawn	136·5	137·8	142·1	142·1	..
	Castings	142·1	151·1	154·2	153·0	153·0
	Forgings	124·3	129·6	133·4	133·4	133·4
322	Brass ingot 65-35 B.S. 1400: B.3 delivered	254·7	297·1	244·8	236·7	229·7
353/1	Dental goods	135·0	136·1	140·1	140·3	140·0
365/1	Gramophone records, etc.	104·0	103·2	106·5	106·5	106·5
368	Domestic electrical appliances	105·0	108·2	111·7	111·8	111·9
391	Tools and implements	128·0	134·2	139·2	140·0	142·4
392	Cutlery, spoons and forks	122·7	130·0	132·5	132·6	132·8
	Cutlery (other than razors and razor blades)	128·5	135·9	136·2	136·2	136·8
	Spoons and forks	141·6	156·6	157·3	157·3	157·3
399/6	Domestic hollow-ware	146·5	157·2r	160·3	160·3	160·3
399/7	Vats, tanks, cisterns and other industrial hollow-ware	118·7	129·7	132·2	132·7	132·7
399/9	Domestic gas appliances	102·0	102·7	102·7	102·7	102·7
411	Man-made fibres	87·5	89·1	90·9	90·8	91·2
412, 414/5 and 415	Man-made fibres yarns	102·1	106·4	110·9	110·9	110·9
412/1	Cotton and cotton mixture yarns	135·9	142·4	144·4	145·0	..
413/1	Cotton cloth	135·0	142·6	146·6	..	..
413/5	Man-made fibres fabrics	109·2	112·5	115·1	115·1	115·1
413/6	Linen	127·8	133·0	140·9	140·9	140·9
414/1	Wool tops	84·6	83·4	80·2	76·4	73·4
414/2	Worsted yarn	99·4	101·5	101·7	100·1	97·4
414/5	Woollen fabric	113·8	113·7	115·3	115·4	115·5
415/1	Jute yarn	151·8	153·7	157·9	157·9	157·9
415/2	Jute piece-goods	147·0	147·0	147·0	147·0	147·0
416	Rope, twine and net	99·9	103·2	105·7	105·8	107·9
417	Hosiery and other knitted goods	99·1	98·5	99·4	99·4	99·5
419	Carpets and rugs	114·9	118·8	121·0	121·0	121·1
422/2	Canvas goods and sacks	112·6	109·9	116·7	116·7	116·7
431/1	Leather for footwear	139·4	136·1	135·7	..	..
432/1	Travel goods	120·1	124·0	126·7	126·9	126·9
411-449	Made-up clothing	112·0	113·5	115·1	115·5	115·7

1968 SIC		1969	1970			
		Oct.	Apr.	Aug.	Sept. p	Oct. p
441	Weatherproof outerwear	107·1	107·9	108·9	109·5	109·8
442	Men's and boys' tailored outerwear	110·2	112·0	112·3	112·3	112·4
443	Women's and girls' tailored outerwear	114·6	116·9	118·5	119·0	119·0
445/1	Women's and girls' light outerwear	114·6	115·5	117·5	117·6	117·6
450	Footwear	112·4	115·4	116·5	116·7	117·0
461/1	Refractory goods, including bricks	120·1	121·3	127·5	127·7	127·7
461/2	Non-refractory goods, including bricks	113·0	115·5	126·5	127·0	127·5
	Building bricks, fletton, common, *delivered*	116·2	125·9	145·8	145·8	145·8
	Building bricks, common, other than fletton, *ex-works*	121·2	123·4	135·2	136·0	136·0
462/3	Domestic china and earthenware	131·6	139·0	145·3	145·3	145·3
463/1	Glass (other than containers)	112·6	115·8	125·3	125·4	125·4
463/2	Glass containers	113·3	117·2	119·3	124·4	124·4
464	Cement delivered	109·0	126·9	126·9	126·9	137·7
469/1	Abrasive paper and cloth	120·2	120·2	128·8	128·8	128·8
469/2	Cast stone and cast concrete products	111·4	113·7	115·6	115·6	115·6
471/1	Home-grown hardwood, sawn	115·3	118·1	121·5	123·2	123·4
471/2	Building joinery	130·4	137·9	141·5	141·6	142·4
472	Domestic furniture	122·0	126·4	128·7	129·2	130·3
473	Bedding, etc.	122·3	126·9	131·8	132·9	132·9
481	Paper and board	119·0	126·3	130·9	131·1	131·1
482/1	Cardboard boxes, cartons and fibreboard packing cases	125·4	134·7	140·8	142·5	142·7
482/2	Packaging products of paper, etc.	117·8	124·0	127·4	128·9	131·6
	Paper bags	115·3	121·3	127·4	131·5	131·5
483	Manufactured stationery	123·3	128·9	136·6	138·8	139·5
484/1	Wallpaper	124·1	142·8	142·8	142·8	142·8
491/1	Rubber tyres and tubes	113·5r	117·9	122·4	122·4	122·7
491/2	Rubber goods (other than tyres and tubes)'	116·7	123·4	128·4	128·5	128·9
492	Linoleum and felt base	129·7	139·9	139·9	139·9	139·9
493	Brushes and brooms	115·1	126·0	126·7	126·7	126·8
494/1	Toys and games	119·2	126·9	128·2	128·5	128·6
494/2	Perambulators, etc.	121·5	124·4	125·1	125·1	126·2
494/3	Sports equipment	114·8	116·9	117·1	..	..
495/1	Pens and pencils	117·0	117·2	118·3	118·3	118·3
495/2	Other stationers' goods	115·4	118·0	122·5	123·0	123·0
496/2	Plastics products (other than components and accessories)	95·2	97·5	99·2	99·2	99·3

(*Continued on next page*)

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WHOLESALE PRICE INDEX NUMBERS, *continued*

Table 3 (b). Commodities wholly or partly imported into the United Kingdom **1963 = 100**

	1969	1970			
	Oct.	Apr.	Aug.	Sept.	Oct.
Hide: and skins	157·1	139·0	129·3	128·7	128·8 p
Imported	147·6	141·5	129·3	128·5	128·6 p
Native	170·0	135·6	129·3	129·0	129·0 p
Non-ferrous metals:					
Aluminium, virgin ingot delivered	140·3	143·3	144·4	144·4	144·4
Copper, ex-ship, wharf or warehouse†	280·8	314·5	228·7	225·3	207·8
Lead, ex-ship, wharf or warehouse†	195·9	214·1	190·4	189·9	190·1
Nickel, refined, delivered§	153·6	187·0	187·0	187·0	191·2
Tin ingot, min. 99·75%†	164·5	179·1	168·4	169·5	170·8
Zinc, ex-ship, wharf or warehouse†	164·7	161·6	164·8	165·3	163·4
Oil, resins and gums:					
Palm oil, c.i.f., in bulk	102·9	125·4	121·1	113·6	119·8
Whale oil, crude	147·3	166·5	176·8	175·8	177·5
Pyrites, c.i.f., UK ports	159·1	149·7	153·2	153·8 r	153·8
Natural rubber	110·6	92·6	82·5	81·8	78·3
Sulphur, crude (for acid making), c.i.f.	166·9	124·9	124·9	124·9	124·9

	1969	1970			
	Oct.	Apr.	Aug.	Sept.	Oct.
Textiles:					
Cotton, raw	102·4	106·0	108·1	109·3	109·9
Jute, raw, PWC grades, c.i.f. Dundee	153·8	162·6	161·4	158·8	156·0
Jute, raw, PWB grade, c.i.f. Dundee	141·1	149·2	147·6	146·5	144·9
Silk, raw, delivered mill	148·4	170·9	167·5	165·0	165·0 p
Sisal, East Africa, No. 1 grade, c.i.f. London	51·6	46·1	45·8	44·0	43·0
Wool, raw	80·7	78·3	73·7	70·2	67·6 p
Crossbred, medium and coarse, c.i.f. UK	67·6	69·0	65·9	61·4	60·6 p
Crossbred, fine, c.i.f. UK	81·3	76·3	73·7	70·9	68·2 p
Merino, c.i.f. UK	89·0	84·3	78·5	74·8	70·8 p
Timber:					
Imported hardwood (ex-yard or wharf)	134·3	138·0	139·9	139·9 p	140·0 p
Imported plywood (delivered to consumers)	136·6	143·1	142·6	..	..
Imported softwood (delivered to consumers)	133·6	137·2	139·9	140·3	..
Woodpulp, imported	128·0	137·5	147·1	147·0	146·6

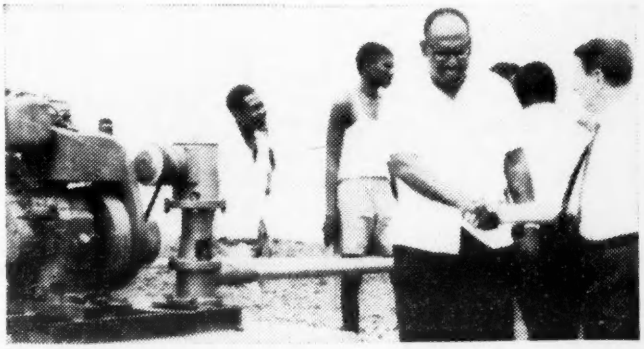
† L.M.E. settlement price.
§ Producers' price.

INDEX NUMBERS OF WHOLESALE PRICES

The index numbers of wholesale prices relating to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the DTI will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954 = 100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request.*

Price index numbers of materials purchased **1954 = 100**

1958 SIC		1970		
		Aug.	Sept. p	Oct. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel used in manufacturing industry	126·9	128·7	128·5
	Basic materials	121·9	123·9	123·6
	Fuel	165·5	166·0	166·0
Orders IV to XVI	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries	129·4	130·5	129·3
	Basic materials other than fuel	123·1	124·2	122·9
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY			
211 to 229	Food manufacturing industries	122·6	125·4	126·6
263 to 277	Chemicals and allied industries	132·6	133·4	134·8
331 to 349 (excluding 342)	Mechanical engineering industries	180·9	181·4	181·9
361	Electrical machinery industry	177·5	177·1	176·9
Order X	Textile industries	101·6	100·8	99·8
Order XIV	Timber industry	150·2	150·6	150·8
481 to 483	Paper industries	143·3	143·5	143·7
Order XVII	Construction materials	159·9	159·9	161·3
Part of Order XVII	House building materials	163·4	163·4	164·3



Dr Osman Abul-Gasim, Minister of Co-operation and Rural Development in the Sudan receiving a gift of two Mono-lift borehole pumps from Mono Pumps (Engineering) Ltd. The pumps which are fitted with Petter Diesel engines, were presented to the Sudan as a contribution to the Freedom from Thirst Campaign.

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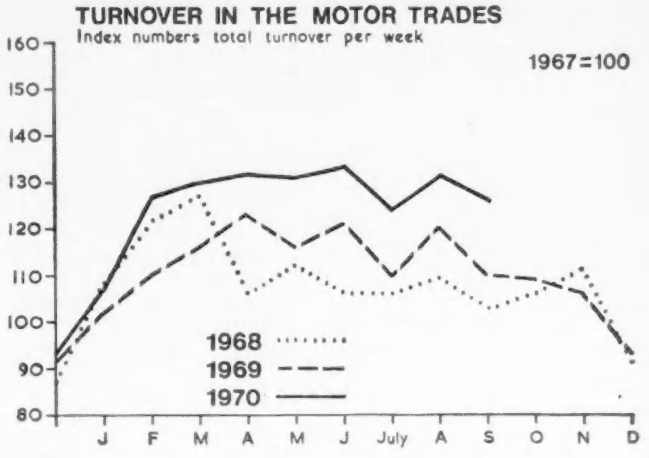
Turnover of the motor trades in September

THE TOTAL turnover of the motor trades in September was 15 per cent more than in September 1969: for the third quarter as a whole, the increase on a year earlier was 12 per cent, slightly more than the increase recorded in the first and second quarters. All these comparisons are at current prices and therefore include the effect of price increases.

Sales of new motor vehicles in the month were 19 per cent more by value, than in the corresponding period last year. For the third quarter the average increase was 16 per cent, rather higher than the 12 per cent average for the first half of this year. For second-hand motor vehicles, the value of sales was up by 15 per cent in the third quarter, following increases of 7 per cent in the second quarter and 10 per cent in the first.

Sales in September of petrol, oil and accessories, together with receipts from servicing and repairs, were 12 per cent more by value than in September 1969, a rather larger increase on a year earlier than in recent months; but for the third quarter the average increase of 8 per cent was a little less than in the first half year. It is estimated that nearly half the third quarter increase was accounted for by higher prices.



Index numbers of turnover per week and percentage increases on a year earlier (†)

1967=100

Kind of business (Turnover in 1967 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover	1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
(£4,198 million)	1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
	1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
	1970	127‡	122	132	127		107	127	130	132	131	133	124	131	126			
	1969	*2*	*- 8*	*11*	*7*	*1*	*- 6*	*- 9*	*- 9*	*16*	*3*	*13*	*5*	*11*	*6*	*3*	*- 4*	*3*
	1970	*11§*	*11*	*10*	*12*		*5*	*15*	*12*	*7*	*13*	*11*	*12*	*9*	*15*			
Analysis of turnover:																		
Sales of new motor vehicles	1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
(£1,475 million)	1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
	1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
	1970	126‡	125	133	120		100	132	139	136	128	134	112	130	119			
	1969	*- 4*	*-21*	*17*	*8*	*-12*	*-24*	*-20*	*-19*	*39*	Nil	*14*	*3*	*16*	*3*	*- 7*	*-24*	*- 2*
	1970	*13§*	*12*	*12*	*16*		*3*	*15*	*16*	*4*	*12*	*19*	*21*	*9*	*19*			
Sales of second hand motor vehicles	1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
(£766 million)	1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
	1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
	1970	116‡	112	121	114		92	119	121	125	123	115	110	124	109			
	1969	*- 3*	*-15*	*5*	*- 2*	*2*	*- 5*	*-20*	*-15*	*10*	*- 3*	*9*	*- 8*	*4*	*- 2*	Nil	*2*	*5*
	1970	*11§*	*10*	*7*	*15*		*4*	*15*	*11*	*6*	*14*	*3*	*16*	*14*	*16*			
All other sales and receipts	1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
(£1,958 million)	1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
	1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
	1970	132‡	123	136	137		118	126	126	131	136	140	139	134	137			
	1969	*9*	*7*	*9*	*11*	*8*	*11*	*7*	*4*	*4*	*8*	*14*	*11*	*9*	*11*	*11*	*9*	*6*
	1970	*9§*	*10*	*10*	*8*		*7*	*15*	*9*	*9*	*13*	*7*	*6*	*6*	*12*			

† The periods consist of four weeks except those marked * which are five weeks.
‡ Index numbers for period January to September 1970.
§ Percentage change for period January to September 1970 compared with the corresponding period for 1969.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1970, but any later changes known to have come into operation are shown. £2 (*by post* £2 1s. 6d.)

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Turnover of the catering trades, laundries and dry cleaners and hairdressers in September 1970

Note: *All figures in this commentary are at current prices.*

CATERERS' TURNOVER in September and in the third quarter as a whole was 7 per cent higher than a year earlier, in line with the average increase in the first half of this year. The turnover of laundries and dry cleaners increased by 4 per cent in the third quarter on a year earlier: the corresponding increase in the first six months was 3 per cent. Hairdressers' turnover was unchanged compared with the corresponding quarter of 1969.

Catering trades

Turnover in the catering trades in the third quarter of 1970 was slightly less than in the second quarter after adjusting for seasonal movements. This contrasts with the strong upward trend of turnover in recent quarters.

Catering trades' turnover

Seasonally adjusted index numbers of sales per week

1964 = 100

	1968	1969	1970
1st quarter	116	122	133
2nd quarter	116	126	137
3rd quarter	118	126	136
4th quarter	122	129	

Public houses increased their turnover by 8 per cent in the third quarter compared with a year earlier, a slightly smaller increase than in the first two quarters. The turnover of licensed hotels and holiday camps was up by 11 per cent, the same as the average increase on a year earlier in the first half of 1970. The turnover of restaurants, cafes and fish and chip shops increased by 6 per cent, also in line with increases in recent quarters. Canteens' turnover increased by 2 per cent in the third quarter compared with a year earlier.

Laundries and dry cleaners

The turnover of laundries increased by 2 per cent in September, compared with a year earlier when turnover was particularly high. The average increase in the third quarter was 4 per cent, rather less than in the second quarter, but the same as in the first half year as a whole. Dry cleaners' turnover was also 4 per cent higher in the quarter although unchanged in September itself. This quarterly increase was the largest recorded for several years.

Hairdressers

Men's hairdressers and hairdresser-tobacconists recorded the same turnover in the third quarter as a year earlier. In recent quarters their turnover had shown small increases. The turnover of women's hairdressers after decreasing in recent quarters was also unchanged in the third quarter of this year compared with a year earlier.

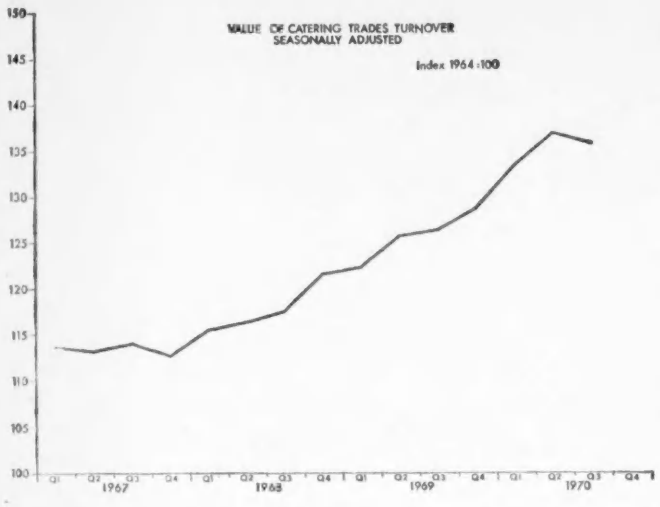
Table 1. Catering

Index numbers of turnover per week *and percentage increase on a year earlier*†

1964 = 100

Kind of business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
(£1,985 million)	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969	126	107	128	145	123	108	104	109	124	124	136	147*	148	140	126	116	127
	1970		116	138	155		111	115	122	128	140	145	159	159	150			
	1969	*7*	*7*	*7*	*7*	*7*	*12*	*4*	*5*	*8*	*9*	*6*	*9*	*7*	*6*	*9*	*6*	*7*
	1970	*8§*	*9*	*8*	*7*		*3*	*10*	*12*	*3*	*13*	*7*	*8*	*7*	*7*			
Licensed hotels and holiday camps	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
(£286 million)	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969	131	91	140	180	116	87	87	97	120	132	161	186*	191	165	130	107	112
	1970		103	152	199		95	99	113	127	154	171	211	206	184			
	1969	*8*	*9*	*9*	*6*	*9*	*14*	*6*	*8*	*12*	*11*	*6*	*8*	*6*	*4*	*7*	*8*	*11*
	1970	*11§*	*14*	*9*	*11*		*10*	*15*	*17*	*6*	*17*	*6*	*13*	*8*	*11*			
Restaurants, cafes, etc., and fish and chip	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
shops (£521 million)	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969	122	104	123	147	116	103	103	105	120	116	130	145*	151	145	124	114	112
	1970		111	129	155		107	112	113	124	130	133	154	159	153			
	1969	*5*	*3*	*6*	*5*	*6*	*7*	*—*	*2*	*4*	*9*	*6*	*8*	*6*	*3*	*10*	*6*	*4*
	1970	*6§*	*7*	*5*	*6*		*4*	*8*	*8*	*3*	*12*	*3*	*6*	*5*	*6*			
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969	128	111	131	140	130	115	107	112	129	127	135	144*	142	135	127	118	141
	1970		123	143	150		118	120	129	132	145	149	155	153	144			
	1969	*9*	*9*	*8*	*9*	*8*	*14*	*6*	*6*	*8*	*10*	*7*	*11*	*9*	*8*	*10*	*6*	*8*
	1970	*9§*	*10*	*9*	*8*		*2*	*12*	*15*	*2*	*15*	*10*	*8*	*8*	*7*			
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969	113	120	113	104	117	119	119	123	111	116	111	99*	101	111	117	121	113
	1970		118	114	107		116	118	119	118	113	113	101	105	113			
	1969	*4*	*6*	*5*	*4*	*1*	*8*	*4*	*5*	*5*	*3*	*7*	*– 1*	*5*	*7*	*3*	*—*	*– 1*
	1970	*1§*	*– 2*	*2*	*2*		*– 2*	*—*	*– 3*	*6*	*– 2*	*1*	*2*	*3*	*2*			

† The monthly periods consist of four weeks, except those marked * which are of five weeks. The September 1970 period was the five weeks from August 30, 1970, to October 3, 1970, the September 1969 period was from August 31, 1969, to October 4, 1969.
‡ Includes catering contractors other than outside contractors which are included with restaurants, etc.
§ January-September.



VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at either the Regional Office covering their area or Hillgate House, 35 Old Bailey, London, E.C.4). The DTI, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the DTI require, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

Table 2. Laundries and dry cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier†*

1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)	Year		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Laundries and Dry Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	100	93	97	101	102	109	103	103*	101	104	106	104	92
	1970		98	110	107		96	100	98	110	110	110	110	106	106			
	1969	*1*	*1*	*2*	*2*	—	*4*	*- 1*	*1*	*2*	*4*	*1*	—	*1*	*4*	*2*	—	*- 2*
	1970	*1§*	*1*	*5*	*4*		*3*	*4*	*- 3*	*8*	*1*	*6*	*7*	*5*	*1*			
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	96
	1970		101	113	110		103	103	97	112	111	114	113	109	107			
	1969	*3*	*3*	*3*	*4*	*2*	*4*	*2*	*4*	*3*	*4*	*2*	*2*	*3*	*6*	*3*	*2*	—
	1970	*4§*	—	*7*	*4*		*4*	*2*	*- 5*	*11*	*1*	*9*	*6*	*6*	*2*			
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	96*	97	104	103	98	85
	1970		94	105	103		85	96	99	105	109	102	105	100	104			
	1969	*- 2*	*- 3*	—	*- 1*	*- 3*	*3*	*- 5*	*4*	*- 1*	*2*	*- 1*	*- 4*	*- 2*	*3*	—	*- 3*	*- 5*
	1970	*2§*	*2*	*2*	*4*		—	*5*	*1*	*2*	*1*	*2*	*9*	*4*	*-*			

For notes see Table 1.

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase on a year earlier†*

1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)	Year		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107*	108	103	105	104	107
	1970		101	105	106		99	101	102	103	106	105	109	107	104			
	1969	*1*	*3*	*1*	—	*- 1*	*5*	—	*3*	*1*	*4*	*- 1*	—	*1*	*- 1*	*2*	*1*	*- 5*
	1970	—§	—	—	—		*- 1*	*4*	*- 2*	*- 2*	*- 1*	*2*	*1*	—	—			
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969	108	100	105	112	115	101	98	99	102	103	109	112*	114	110	111	108	122
	1970		103	107	112		103	105	100	100	103	115	112	113	112			
	1969	*3*	*2*	*2*	*3*	*4*	*1*	*1*	*4*	*1*	*5*	—	*2*	*5*	*1*	*8*	*4*	*1*
	1970	*2§*	*3*	*2*	*-*		*2*	*7*	—	*- 2*	—	*5*	—	*- 1*	*2*			
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969	103	101	106	104	102	99	97	106	107	109	102	106*	106	101	102	102	102
	1970		100	104	104		97	99	103	105	107	102	108	105	101			
	1969	—	*3*	*1*	*- 1*	*- 3*	*7*	*- 1*	*2*	*1*	*4*	*- 1*	*- 1*	*- 1*	*- 2*	—	*- 1*	*- 7*
	1970	—§	*- 1*	*- 1*	—		*- 2*	*2*	*- 3*	*- 2*	*- 2*	—	*2*	—	*- 1*			

For notes see Table 1.

Assets and liabilities of finance houses

This article brings to an end the quarterly series on assets and liabilities of finance houses, published in the former *Board of Trade Journal* since October 19, 1962. In future the series will be published quarterly in the Business Monitor series under the same title. Details of the cost of contents of the new Monitor appear elsewhere on this page.

THE INSTALMENT debt owed to finance houses at the end of September 1970, stood at £873 million. This was £13 million above the June 1970 level and £31 million more than at the end of September 1969. After allowing for seasonal effects, debt owed directly to finance houses (i.e. excluding agreements block discounted by retailers) showed an increase of £18 million during the quarter.

Of the remaining selected assets, there was a £5 million increase during the quarter in the value of goods which are the subject of hiring, leasing and rental agreements: this item has been growing rapidly since 1968 and has almost doubled between September 1968 and September 1970. Apart from a fall of £5 million in 'other advances and loans' there were only small changes in other assets, and overall there was an increase of £12 million during the quarter.

Among the selected liabilities there was an increase of £25 million in total deposits with finance houses during the quarter: a reduction in deposits by United Kingdom banks was offset by a rise in those by other United Kingdom financial institutes, and there were substantial increases in deposits by other depositors. There were reductions during the quarter in bills discounted with United Kingdom banks and discount houses and in net borrowing from United Kingdom banks and a small increase in issued capital and reserves.

Business Monitor—Assets and liabilities of finance houses

THE STATISTICS of selected assets and liabilities of finance houses formerly published in the former *Board of Trade Journal* are being incorporated into the Business Monitor series of publications. The series will be a quarterly one giving the same detail as in the table on this page, but showing it for additional dates.

The series (Reference SD7) will be available from HMSO, by subscription only, for 7s. 6d. (37½p) per annum. A bulk subscription is available at £3 10s. (£3.50) for 25 copies, £6 for 50 copies and £2 10s. (£2.50) for any additional 25 copies.

The rates quoted include postage at inland rates or by surface mail to overseas addresses. An order form, which should be forwarded to HMSO, PO Box 569, London, S.E.1, is published below.

I/We require ..... copies of Business Monitor-SD7. Assets and liabilities of finance houses.†

†I/We enclose a total remittance of .....

†Please charge to my/our account reference .....

NAME .....

ADDRESS .....

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.....

.....

† Delete as applicable

Selected assets and liabilities of finance houses

£ million

Selected Assets	Holdings at							
	31 Dec. 1966	31 Dec. 1967	31 Dec. 1968	30 Sept. 1969	31 Dec. 1969	31 Mar. 1970	30 June 1970	30 Sept. 1970
Assets with United Kingdom financial institutions other than banks	12	9	7	8	10	5	6	5
Trade investments and investments in unconsolidated subsidiaries	48	63	48	51	55	59	56	57
Other securities	35	24	18	26	23	13	15	14
Hire purchase, credit sales and other instalment credit outstanding (†)	842	824	843	842	819	821	860	873
Other advances and loans	127	133	115	104	107	110	110	105
Goods the subject of hiring, leasing or rental agreements	52	64	95	119	127	139	149	154
Total	1,116	1,117	1,126	1,150	1,141	1,147	1,196	1,208
Selected Liabilities								
Bills discounted with United Kingdom banks and discount houses	106	98	109	102	97	104	101	96
Deposits:	648	591	612	643	636	610	649	674
of which:								
(a) United Kingdom Banks	94	97	118	127	119	101	110	93
(b) Other United Kingdom financial institutions	55	54	79	76	68	68	93	111
(c) United Kingdom non-financial companies	255	248	269	313	322	274	308	317
(d) Other United Kingdom residents	114	104	103	101	101	101	102	112
(e) Overseas residents	130	88	43	26	26	66	36	41
Other borrowing:	55	95	87	70	68	74	41	39
of which:								
(a) United Kingdom Banks (net) (‡)	43	77	72	57	37	49	33	31
(b) Other United Kingdom financial institutions	5	9	7	7	8	2	4	4
(c) United Kingdom non-financial companies	1	1	1	1	18	19	—	—
(d) Other United Kingdom residents	6	8	7	5	5	4	4	4
(e) Overseas residents	—	—	—	—	—	—	—	—
Unearned finance charges	86	93	102	102	99	102	108	109
Issued capital and reserves (§)	180	191	198	196	201	207	223	226
Total	1,075	1,068	1,108	1,113	1,101	1,097	1,122	1,144

(†) Including agreements block discounted with finance houses by retailers.
(§) As shown on each company's last balance sheet.
(‡) Cash and balances with United Kingdom banks have been deducted from this item.

Production of man-made fibres in September

THE VOLUME of production of man-made fibres in September was 21 per cent higher than in September 1969.

Total production by weight of man-made fibres in September was 17 per cent more than in September 1969 with output of continuous filament 5 per cent more and staple fibre 28 per cent more.

Man-made fibre production Million lb. (†)

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1969	1,221·2	556·6	664·6
1969 1st quarter	312·6	143·9	168·9
2nd quarter	316·8	142·6	174·2
3rd quarter	277·3	126·9	150·3
4th quarter	314·5	143·1	171·2
1970 1st quarter	323·6	139·8	183·8
2nd quarter	343·2	149·1	194·1
3rd quarter	327·9	133·9	194·0
1969 April	104·7	46·3	58·3
May	109·9	49·9	60·0
June	102·2	46·4	55·9
July	92·5	43·0	49·5
August	89·1	40·8	48·3
September	95·7	43·2	52·5
1970 April	116·3	49·9	66·4
May	113·8	50·7	63·1
June	113·0	48·4	64·6
July	115·1	46·9	68·2
August	100·4	41·8	58·6
September	112·4	45·1	67·3

(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight.'

Index of the volume of production of man-made fibres 1963 = 100

1964	117	
1965	129	
1966	142	
1967	154	
1968	201	
1969	213	
	Actual	Seasonally adjusted
1969 1st quarter	216	204
2nd quarter	221	211
3rd quarter	199	220
4th quarter	216	218
1970 1st quarter	228	215
2nd quarter	248	237
3rd quarter	234	259
1969 July	205	217
August	190	225
September	203	218
October	211	218
November	225	223
December	212	213
1970 January	228	222
February	224	208
March	233	216
April	253	238
May	249	234
June	243	239
July	238	253
August	219	260
September	244	264

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1969 and may be subject to slight revision when the complete figures for 1970 have been incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

Inquiries Tel. 01-222 7877, Ext. 2867 or 2858.

Deliveries of man-made fibres

TOTAL DELIVERIES of man-made fibres in the third quarter of 1970 were 15 per cent more than in the corresponding quarter of 1969.

Deliveries of continuous filament to the home trade during the third quarter of 1970 were 7 per cent more than in the third quarter of 1969. For weft knitting they were 31 per cent more and for warp knitting 16 per cent more. For broad weaving and for industrial purposes they were 1 per cent more and 13 per cent less respectively.

Deliveries of staple fibre to the home trade during the third quarter of 1970 were 19 per cent more. Deliveries to cotton spinning were 17 per cent more, to wool spinning 26 per cent more and to flax spinning 17 per cent more.

Deliveries of continuous filament yarn for export were 17 per cent more than in the third quarter of 1969, while deliveries of staple fibre were 20 per cent more.

Deliveries of continuous filament yarn(‡) million lb.

	Total	Home						Exports as yarn (†)
		Total	Broad weaving	Weft knitting	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	
1964	390·1	295·6	87·1	56·8	42·6	95·7	13·3	94·6
1965	397·4	310·2	89·1	55·2	47·2	106·0	12·8	87·2
1966	405·3	329·5	90·6	68·2	46·1	107·2	17·4	75·8
1967	437·8	345·8	75·4	87·3	55·8	107·8	19·6	91·5
1968	525·5	416·4	88·1	121·1	70·6	115·0	21·7	109·0
1969	535·1	426·9	86·4	114·5	77·8	129·6	18·5	108·2
1968								
1st qtr.	130·8	102·5	22·8	29·0	16·8	28·6	5·3	28·3
2nd qtr.	130·8	103·9	22·9	29·2	17·6	28·9	5·3	26·9
3rd qtr.	126·2	98·7	19·8	28·8	16·9	28·3	4·9	27·5
4th qtr.	137·7	111·3	22·5	34·1	19·3	29·2	6·3	26·3
1969								
1st qtr.	142·9	115·9	24·3	33·2	20·5	32·5	5·4	27·0
2nd qtr.	138·3	111·9	22·0	30·0	20·9	33·4	4·6	26·4
3rd qtr.	116·4	94·1	18·4	24·2	17·0	30·2	4·4	22·3
4th qtr.	137·6	105·1	20·9	27·0	19·4	33·6	4·2	32·5
1970								
1st qtr.	140·6	105·7	19·9	30·7	19·5	31·8	3·9	34·9
2nd qtr.	143·0	112·6	21·4	36·2	20·8	30·5	3·7	30·4
3rd qtr.	126·5	100·4	18·6 (§)	31·8	19·7	26·2	4·1	26·2

(†) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(‡) From January 1968 a revised classification of end-uses was introduced; from the first quarter of 1968, therefore, the figures for deliveries to individual industries may not be precisely comparable with those for earlier periods.
(§) Includes 3·9 million lb. for carpets and rugs.

Deliveries of staple fibre million lb.

	Total	Home					Exports (†)
		Total	Cotton spinning	Wool spinning	Flax spinning	Other systems and sundries	
1964	459·9	349·6	136·7	127·4	38·3	47·3	110·4
1965	450·7	334·6	125·7	125·5	29·4	54·0	116·1
1966	450·9	325·3	114·8	125·6	28·3	56·5	125·7
1967	516·9	337·0	105·5	128·2	42·0	61·2	179·9
1968	622·6	381·6	115·2	128·3	58·0	80·1	241·0
1969	659·8	373·1	112·7	113·5	61·7	85·2	286·8
1968 1st qtr.	147·8	97·6	28·8	35·8	13·3	19·7	50·2
2nd qtr.	152·3	95·3	27·5	32·6	12·6	22·6	57·0
3rd qtr.	152·1	87·1	27·0	28·0	14·0	18·1	65·0
4th qtr.	170·4	101·6	31·9	31·9	18·1	19·6	68·8
1969 1st qtr.	175·1	100·3	29·4	30·8	17·6	22·6	74·8
2nd qtr.	170·9	89·7	27·1	28·9	13·8	20·0	81·1
3rd qtr.	149·1	81·6	24·6	24·0	13·4	19·6	67·5
4th qtr.	164·7	101·4	31·6	29·9	16·9	23·1	63·3
1970 1st qtr.	180·2	102·5	31·2	30·6	17·1	23·6	77·7
2nd qtr.	189·2	109·1	31·8	33·0	18·8	25·5	80·1
3rd qtr.	178·2	97·3	28·9	30·2 (‡)	15·6	22·6	81·0

(†) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(‡) Woollen spinning 14·4 million lb.; worsted spinning 15·8 million lb.

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Quarterly analysis of man-made fibre production

PRODUCTION BY WEIGHT of synthetic fibres in the third quarter of 1970 was 20 per cent more than in the corresponding period of 1969 while production by weight of viscose plus acetate fibres was 17 per cent more.

Within the total for synthetic fibres production of continuous filament was 9 per cent more and staple fibre 31 per cent more. Under the heading 'viscose plus acetate' production of continuous filament yarn was 2 per cent less and staple fibre 27 per cent more than in the third quarter of 1969.

million lb .†

	Total		Continuous filament		Staple fibre	
	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate
1961	145·9	421·8	87·5	174·5	58·4	247·3
1962	182·9	444·3	114·0	176·8	68·8	267·5
1963	232·3	486·8	141·7	188·5	90·6	298·3
1964	278·7	546·5	165·6	212·5	113·1	334·0
1965	326·3	535·8	180·0	216·4	146·3	319·4
1966	385·3	496·3	211·3	200·0	174·0	296·2
1967	427·9	527·2	238·5	199·9	189·4	327·3
1968	591·7	596·9	318·1	214·9	273·6	382·0
1969	642·4	578·8	343·7	212·9	298·7	366·0
1967 1st quarter	107·1	130·0	58·8	47·8	48·4	82·2
2nd quarter	108·9	131·9	59·7	50·3	49·2	81·6
3rd quarter	92·7	122·4	52·7	49·1	40·0	73·3
4th quarter	119·2	142·9	67·3	52·7	51·9	90·2
1968 1st quarter	140·7	151·8	79·0	55·0	61·7	96·8
2nd quarter	147·1	151·3	79·4	55·7	67·7	95·6
3rd quarter	141·4	143·3	75·3	49·6	66·1	93·7
4th quarter	162·5	150·5	84·5	54·6	78·0	95·9
1969 1st quarter	157·2	155·7	87·0	56·9	70·1	98·8
2nd quarter	166·8	150·0	86·8	55·8	80·0	94·2
3rd quarter	155·3	121·9	82·5	44·5	72·9	77·5
4th quarter	163·1	151·2	87·4	55·8	75·7	95·5
1970 1st quarter	172·5	151·1	84·6	55·1	87·8	96·0
2nd quarter	192·6	150·5	94·8	54·3	97·8	96·3
3rd quarter	185·7	142·2	90·2	43·7	95·5	98·5

The heading 'Viscose + acetate' includes triacetate.

(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight.'

Hosiery and other knitted goods–index of production

IN THE third quarter of 1970 the volume of production of hosiery and other knitted goods (including knitted fabrics) was provisionally estimated to have been 1 per cent less than in the second quarter.

The above comparison has been based on the seasonally adjusted figures in the accompanying table.

The seasonally adjusted figures for 1970 are based on the seasonal pattern up to the end of 1969 and may be subject to slight revision when the complete figures for 1970 have been incorporated.

The actual figures allow for differences in the lengths of calendar months, but not for holidays or other seasonal variations.

A short note on the construction of the index was given in the *Board of Trade Journal*, dated May 27, 1970 (page 1455).

Index of the volume of production of hosiery and other knitted goods (including knitted fabrics)

1963 = 100

1963	100	
1964	109	
1965	114	
1966	114	
1967	114	
1968	132	
1969	147	
	Actual	Seasonally adjusted
1969 1st quarter	133	144
2nd quarter	145	156
3rd quarter	142	142
4th quarter	166	146
1970 1st quarter	138	153
2nd quarter	143	149
3rd quarter p	147	147
1969 July	129	139
August	131	137
September	166	149
October	176	146
November	179	146
December	143	145
1970 January	123	148
February	151	155
March	141	157
April	140	140
May	155	154
June	135	154
July p	130	140
August p	143	156
September p	170	145

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in September showed an increase of 2 per cent on a year earlier, compared with increases of 10 per cent in July and 6 per cent in August.

The value of stocks at the end of September was 7 per cent lower than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	– 3	..	..
1967	104	– 5	..	..
1968	108	4	..	..
1969	103	– 5	..	..
1968 4th quarter	132	3	126	8
1969 1st quarter	88	–13	153	13
2nd quarter	98	5	138	7
3rd quarter	100	– 4	157	8
4th quarter	124	– 6	147	17
1970 1st quarter	90	2	161	5
2nd quarter	97	– 2	140	1
3rd quarter	105	5	146	– 7
1969 September	131	– 3	157	8
October	141	– 4	139	3
November	118	–14	154	15
December	114	1	147	17
1970 January	60	– 4	140	8
February	92	3	154	8
March	119	6	161	5
April	103	– 5	146	2
May	92	– 5	151	2
June	95	6	140	1
July	83	10	145	– 3
August	99	6	143	– 6
September	134	2	146	– 7

Table 2. Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks (‡)
	September 1970	January-September 1970	September 1970
Women's knitted outerwear, blouses and skirts	4	1	–19
Women's coats, costumes, furs and raincoats	– 1	– 6	1
Women's underwear	–10	–10	–17
Women's hose and children's socks	–23	–13	8
Women's millinery	– 1	– 2	–16
Haberdashery, ribbons and wool	8	– 8	–23
Children's wear	—	– 3	–16
Men's and boys' shirts, pyjamas and outfitting	2	3	15
Gloves	–19	– 8	6
Piece-goods and nets	–33	–18	–57
Household textiles	10	20	–18
Floor coverings, furniture and hardware	14	12	– 2
Boots and shoes	5	5	– 4
Total†	2	2	– 7

† Including some items not included among the sub-headings. ‡ Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Shipping movement at United Kingdom ports

Foreign and coasting trade movement during the first half of 1970

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during June 1970 amounted to 19,371 thousand net registered tons; this was 6·7 per cent more than the corresponding month of 1969. Commonwealth vessels accounted for 8,165 thousand nrt.

During the first half of the year the total net tonnage of vessels entering and clearing United Kingdom ports with cargo amounted to 102,321 nrt, an increase of 7·3 per cent over the tonnage for the same period of 1969.

In the coasting trade there was a 2·8 per cent decrease in the total net tonnage of arrivals and departures with cargo during the month of June 1970, and a 1·6 per cent decrease during the first six months compared with 1969.

Note: net registered tons (nrt)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores and passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movement at United Kingdom ports

Foreign Trade	Entered					Cleared				
		Thousand Net Tons					Thousand Net Tons			
	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign
With cargo: June 1969	6,775	11,616	4,394	437	6,785	5,245	6,534	2,790	325	3,419
June 1970	6,658	12,469	4,420	469	7,580	5,323	6,902	2,927	349	3,626
Six months ending June 1969	36,767	62,625	23,537	1,671	37,417	28,417	32,701	14,492	1,061	17,148
Six months ending June 1970	35,436	66,193	23,810	1,982	40,401	30,432	36,128	15,372	1,522	19,234
In ballast: June 1969	1,809	2,839	1,276	74	1,489	3,186	7,129	2,590	154	4,385
June 1970	1,848	2,640	1,115	68	1,457	2,986	7,885	2,288	189	5,408
Six months ending June 1969	8,532	12,613	5,241	316	7,056	17,047	39,953	12,976	910	26,067
Six months ending June 1970	9,703	13,590	5,653	391	7,546	14,949	43,017	13,633	839	28,545

(†) Includes Irish Republic and South Africa.

(*Continued on next page*)

New Business Monitors for furniture and shop and office fitting

THE FIRST results are now published in the Business Monitor Series of new statistical inquiries into the furniture and shop and office fitting industries. Figures collected in respect of the first quarter 1970 show that manufacturers' sales of wooden and upholstered furniture amounted to £52 million, metal furniture to £16 million and shop and office fitting to £16 million.

The inquiries are amongst the first to be designed to fit into the new system of industrial statistics being introduced by the Government's Statistical Service, industry by industry over the next two to three years. Hitherto no short period statistics have been available for a large part of the field now covered. The purpose of the new inquiries is partly to fill this gap in current official statistics but an important aim also is to provide industry with detailed figures of product sales for marketing and management purposes.

The figures in the new Monitors are compiled from returns received from establishments employing 25 or more persons classified to the wooden and upholstered furniture industry (Minimum List Heading 472 of the Standard Industrial Classification), the metal furniture industry (MLH 399/1) and the shop and office fitting industry (MLH 474). They also include sales of furniture and upholstery by establishments employing 25 or more persons classified to the bedding and soft furnishing industry (MLH 473).

In view of the detailed nature of the new inquiries it was expected that firms would take some time to organize their records to provide the information sought. Response to the first quarter's inquiries did in fact prove to be slow but is now largely complete. In the second quarter, returns have been received much more quickly and it is hoped progressively to speed up publication of results of future inquiries.

The Monitors, reference P 83 for wooden and upholstered furniture, P 84 for metal furniture, and P 85 for shop and office fitting are available on subscription of 7s. 6d. per year for each title from HMSO, PO Box 569, London, S.E.1.

The results of an associated inquiry into bedding and soft furnishings were published recently under reference P 24.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Trailers for July 1970

Gramophone Records for August 1970

Quarterly at 7s. 6d. [37½p] a year post free:

Agricultural Machinery for Second Quarter 1970

Cutlery for Second Quarter 1970

Safety Razor Sets and Blades for Third Quarter 1970

Metal Furniture for First Quarter 1970

Civil Aviation Series:

Quarterly at £2 10s. [£2.50] a year post free:

Air Operations for Second Quarter 1970

Quarterly at 10s. [50p] a year post free:

Domestic Passenger Traffic for 1969

A complete list of titles of Business Monitors was last published in the then *Board of Trade Journal* of September 23, on page 620.

Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	June		January-June		June		January-June	
	1969	1970	1969	1970	1969	1970	1969	1970
	Numbers of Vessels							
United Kingdom	2,046	2,026	10,722	10,409	1,750	1,782	9,150	9,664
Other Commonwealth (†)	255	251	1,039	1,122	215	208	878	1,067
Foreign	4,474	4,381	25,006	23,905	3,280	3,333	18,389	19,701
Total	6,775	6,658	36,767	35,436	5,245	5,323	28,417	30,432
	Thousand net tons							
Commonwealth:								
Registered in United Kingdom	4,394	4,420	23,537	23,810	2,790	2,927	14,492	15,372
Registered in Canada	—	—	—	19	—	—	7	—
Registered in other countries (†)	437	468	1,671	1,963	325	348	1,054	1,522
Total Commonwealth	4,831	4,888	25,208	25,792	3,115	3,275	15,553	16,894
Foreign:								
Soviet	167	104	830	639	61	18	220	141
Finnish	82	132	609	752	31	37	231	263
Swedish	438	649	2,288	2,920	206	309	1,191	1,412
Norwegian	1,094	1,140	7,302	7,543	591	437	2,930	2,821
Danish	312	308	1,643	1,712	261	237	1,138	1,164
Polish	54	26	166	161	31	11	97	69
German (Federal Republic)	581	775	3,542	3,920	420	584	2,061	3,178
Dutch	690	736	3,971	3,572	440	446	2,614	2,491
Belgian	203	204	1,272	1,262	216	244	1,182	1,253
French	503	829	2,492	3,012	391	439	1,527	1,666
Spanish	53	65	412	442	45	57	369	381
Italian	137	141	848	1,018	22	31	154	160
Yugoslav	4	15	105	148	6	16	35	69
Greek	328	319	1,359	1,894	83	174	514	773
United States of America	358	252	1,362	1,580	299	251	1,206	1,589
Panamanian	221	248	1,041	1,261	31	102	366	422
Liberian	1,291	1,337	6,667	6,623	115	67	586	613
Other	269	301	1,508	1,942	170	167	727	769
Total Foreign	6,785	7,581	37,417	40,401	3,419	3,627	17,148	19,234
GRAND TOTAL	**11,616**	**12,469**	**62,625**	**66,193**	**6,534**	**6,902**	**32,701**	**36,128**
Trading Areas:								
Irish Republic	821	745	2,996	3,523	709	637	2,518	2,997
Northern Europe (Foreign)	3,135	3,414	17,771	18,414	2,535	2,764	13,990	15,426
Europe (Atlantic) and Western Mediterranean Countries	1,560	1,642	7,863	8,068	1,198	1,252	5,441	5,846
Central and Eastern Mediterranean Countries	1,008	1,394	6,522	7,173	206	165	962	916
West and South Africa	542	748	3,385	3,690	195	294	1,377	1,410
East Africa, Persian Gulf, India	1,973	1,687	11,459	11,345	180	232	1,141	1,293
Eastern Asia and Islands in the Pacific	192	226	1,214	1,136	158	180	925	1,016
Australasia	358	417	1,777	1,683	125	110	901	628
North America (Atlantic Coast)	1,243	1,441	4,694	7,219	960	948	3,899	4,728
West Indies and Central America (Atlantic Coast)	510	524	3,375	2,860	111	162	738	887
South America (Atlantic Coast)	135	139	832	695	71	75	412	473
South and Central America (Pacific Coast)	18	23	132	173	24	9	115	86
North America (Pacific Coast)	102	56	540	152	48	42	220	342
Other Areas	19	13	65	62	14	32	62	80
Total Commonwealth Countries	3,340	3,572	15,647	17,369	1,478	1,421	6,520	7,016
Total Foreign Countries	8,276	8,897	46,978	48,824	5,056	5,481	26,181	29,112
TOTAL	**11,616**	**12,469**	**62,625**	**66,193**	**6,534**	**6,902**	**32,701**	**36,128**

(†) Includes Irish Republic and South Africa.

(*Continued on next page*)

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, November 13, 1970
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Makers' name
				BRITISH	
I Start Counting	Br/E 35133	105	November 11	United Artists Corporation Ltd.	Triumvirate Productions Ltd.
The New Caribbean	Br/E 35134	28	November 11	Data Film Distributors Ltd.	Film Drama Ltd.
Movietone News 2162	Br/E 34939	7	November 13	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2162A	Br/E 34940	8	November 13	" " " "	" "
				FOREIGN	
Bamse	F 35129	110	November 10	Miracle Films Ltd.	Janco Films, Stockholm
Love and Anger	F 35130	78	November 10	" "	Ital Noleggio Cinematografica, Rome
Inga – I Have Lust	F 35131	70	November 10	Tigon Pictures Ltd.	Omega Film AB, Stockholm
Partner	F 35132	110	November 10	Contemporary Films Ltd.	Red Film, Rome
Paris Jamais Vu (Paris Rediscovered)	F 35135	21	November 11	Connoisseur Films Ltd.	Les Films Montsouris, Paris
Versailles	F 35136	19	November 11	" "	" " "
Beethoven 3rd Symphony (Eroica)	F 35137	57	November 11	" "	Unitel Film Und Fernsehproduktions Gesellschaft GmbH, Munich
Beethoven Piano Concerto No. 4	F 35138	41	November 11	" "	" " " "
Guess What We Learned In School Today	F 35139	82	November 11	Cinecenta Film Distributors Ltd.	Cannon Releasing Corporation "
Diamonds Are Brittle	F 35140	93	November 12	Ranworth Film Services Ltd.	Hans Eckelkamp Film Production, Hamburg, Sancro Film, Rome and Les Films Copernic, Paris
The Return Of Ringo	F 35141	96	November 12	" " "	P.C.M. Film, Rome, Rizzoli Film, Rome, and Producciones Cinematograficas Balcazar, Barcelona
And God Said To Cain	F 35142	100	November 12	" " " "	D.C.7. Produzione, Rome and Peter Carsten Productions, Monaco
The Moonshine War	F 35143	100	November 12	MGM-EMI Distributors Ltd.	Filmways Inc.

SHIPPING MOVEMENT, *continued*

Table 3. Foreign trade arrivals and departures at principal ports – January-June

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1969	1970		1969	1970		1969	1970		1969	1970	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	1,483	1,293	638	1,534	1,339	671	165	194	215	1,308	1,379	585
Cardiff	679	705	334	862	863	426	278	276	207	858	839	404
Dover	3,379	3,882	2,907	4,936	5,593	4,465	3,290	3,782	2,772	4,863	5,572	4,453
Felixstowe	1,210	1,452	1,182	1,294	1,540	1,314	1,119	1,465	1,174	1,256	1,531	1,279
Folkestone	226	226	199	528	547	427	189	198	159	519	550	415
Grimsby (including Immingham)	2,200	3,207	1,239	2,575	3,742	1,631	981	1,150	957	2,621	3,773	1,564
Harwich	3,862	4,132	2,119	4,063	4,319	2,254	3,953	4,268	2,271	4,064	4,396	2,343
Holyhead	870	755	645	887	816	669	770	768	629	780	799	654
Hull	2,552	2,350	2,396	2,741	2,551	2,547	1,359	1,277	1,430	2,478	2,433	2,241
Lancaster	1	105	47	22	128	87	17	134	93	19	135	94
Liverpool	6,200	6,861	2,329	7,226	7,948	2,699	2,762	3,143	1,634	6,690	7,440	2,430
London	14,696	15,026	5,957	18,300	18,898	7,449	6,390	7,011	4,410	17,309	18,411	7,568
Manchester	2,692	2,366	1,364	2,860	2,509	1,589	783	819	1,137	2,584	2,215	1,670
Middlesbrough	2,910	2,999	846	3,393	3,581	1,301	865	974	1,126	3,200	3,452	1,508
Milford Haven	5,647	5,481	206	6,731	6,888	641	1,086	1,322	395	6,648	7,036	598
Newhaven	372	435	501	390	442	515	349	368	402	386	432	506
Newport	728	790	395	863	849	489	348	314	396	893	855	514
Plymouth	129	90	203	211	136	388	67	63	232	226	191	414
Port Talbot	468	602	222	498	657	326	75	92	273	472	671	403
Southampton	7,114	7,170	1,465	8,747	8,750	1,887	3,746	3,303	1,334	8,663	8,764	1,914
Swansea	372	560	243	817	1,005	572	971	1,193	844	1,090	1,333	890
Tyne Ports	931	937	669	1,318	1,251	794	564	501	400	1,540	1,550	751
Glasgow	1,445	1,430	601	1,807	1,721	699	870	845	397	1,919	2,019	812
Grangemouth	741	858	624	960	1,041	727	741	633	490	1,176	905	695
Greenock	1,103	1,984	180	1,632	2,478	303	120	993	147	1,587	2,629	311
Leith	334	287	427	650	457	535	443	119	251	1,033	382	459
Belfast	1,220	1,251	750	1,296	1,400	840	180	171	264	964	1,092	563
Other Ports	4,246	3,876	8,832	5,794	5,641	11,882	2,691	2,680	7,294	6,174	6,145	11,927
TOTAL	67,810	71,110	37,520	82,935	87,090	48,127	35,172	38,056	31,333	81,320	86,929	47,965

Table 4. Coasting trade arrivals and departures at principal ports – January-June

Port	Arrived						Arrived					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1969	1970		1969	1970		1969	1970		1969	1970	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	613	680	429	793	940	1,347	204	263	794	922	1,011	1,597
Cardiff	281	290	430	504	544	862	106	101	230	490	486	861
Cowes	1,116	1,136	5,083	2,409	2,786	11,234	1,028	1,080	4,772	2,377	2,785	11,242
Hull	436	426	156	519	519	350	92	186	198	622	556	532
Immingham	355	213	79	979	1,314	708	621	1,055	626	954	1,266	744
Lancaster	495	537	667	577	621	920	542	614	885	574	628	899
Liverpool	2,277	1,956	1,605	3,073	2,659	2,739	1,698	1,482	2,000	3,082	2,880	2,886
London	3,078	2,985	2,209	3,962	3,874	3,500	827	874	1,407	3,894	3,880	3,527
Manchester	69	108	146	142	175	263	27	41	72	140	185	261
Middlesbrough	55	128	215	776	762	935	666	568	469	817	815	719
Milford Haven	256	230	53	2,300	2,007	1,009	2,351	2,307	1,078	2,432	2,353	1,110
Portsmouth	173	204	888	1,512	1,937	8,031	44	38	460	1,499	1,938	7,978
Preston	618	587	916	640	637	1,019	595	604	934	669	683	1,095
Southampton	1,751	1,726	5,255	3,413	3,052	7,283	2,803	2,731	6,131	3,349	3,261	7,893
Sunderland	122	58	87	598	510	544	449	426	378	573	496	479
Swansea	157	124	291	1,276	1,121	1,641	892	685	992	991	811	1,318
Tyne Ports	374	336	152	1,675	1,443	1,083	855	790	717	1,448	1,347	1,100
Ardrossan	752	702	900	804	774	1,061	499	468	852	734	626	1,046
Glasgow	428	622	396	750	856	579	150	201	209	578	608	508
Greenock	672	464	1,021	761	554	1,223	718	443	987	809	545	1,201
Stranraer	802	817	677	808	824	697	800	815	668	807	820	680
Belfast	3,398	3,403	3,987	3,526	3,590	4,277	2,667	2,863	3,237	3,449	3,627	4,479
Other Ports	5,865	5,926	12,800	9,581	9,587	19,446	4,331	4,059	7,758	9,119	8,790	18,665
TOTAL	24,143	23,658	38,442	41,378	41,086	70,751	22,965	22,694	35,854	40,329	40,397	70,820

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Table 5. Shipping movements at United Kingdom ports

	Arrived				Departed			
		Thousand Net Tons				Thousand Net Tons		
	Number of Vessels	Total	Commonwealth (†)	Foreign	Number of Vessels	Total	Commonwealth (†)	Foreign
COASTING TRADE - GREAT BRITAIN								
With cargo: June 1969	6,462	3,609	3,051	558	5,874	3,626	2,986	640
June 1970	6,296	3,458	2,820	638	6,439	3,440	2,769	671
Six months ending June 1969	34,181	20,353	16,675	3,678	31,747	20,151	16,253	3,898
Six months ending June 1970	33,606	19,856	15,540	4,316	32,188	19,678	14,971	4,707
In ballast: June 1969	7,022	3,045	2,484	561	7,311	2,984	2,469	515
June 1970	6,063	3,085	2,305	780	6,501	3,151	2,510	641
Six months ending June 1969	33,129	17,076	13,285	3,791	34,475	16,329	12,944	3,385
Six months ending June 1970	31,931	17,217	12,731	4,486	33,145	16,692	12,818	3,874
COASTING TRADE - UNITED KINGDOM								
With cargo: June 1969	7,274	4,246	3,561	685	6,502	4,146	3,401	745
June 1970	7,214	4,174	3,364	810	7,117	3,985	3,215	770
Six months ending June 1969	38,975	24,143	19,867	4,276	35,338	22,965	18,650	4,315
Six months ending June 1970	38,442	23,658	18,605	5,053	35,854	22,694	17,528	5,166
In ballast: June 1969	7,092	3,072	2,507	565	7,600	3,126	2,591	535
June 1970	6,112	3,171	2,389	782	6,833	3,324	2,636	688
Six months ending June 1969	33,586	17,235	13,392	3,843	36,333	17,364	13,712	3,652
Six months ending June 1970	32,309	17,428	12,900	4,528	34,966	17,703	13,496	4,207

(†) Commonwealth and Irish Republic

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during October 1970, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	1,747	—	1,747
Over £100 but under £1,000	93	—	93
£1,000 but under £10,000	631	—	631
£10,000 but under £50,000	122	—	122
£50,000 but under £100,000	9	—	9
£100,000 but under £1,000,000	12	—	12
£1,000,000 and over	1	—	1
Total Number	2,615	—	2,615
Total amount of Nominal Capital	£ thous. 6,726	£ thous. —	£ thous. 6,726

Companies registered in Great Britain in 1969 and 1970

	1969		1970	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	2,077	6,597	2,087	5,528
February	1,892	7,408	2,156	7,556
March	2,227	25,151	2,464	5,098
April	2,066	5,614	2,556	7,657
May	2,089	6,272	2,322	10,323
June	1,979	5,643	2,670	6,097
July	2,133	10,764	2,573	16,272
August	1,880	4,667	2,280	4,355
September	1,841	6,324	2,461	6,404
October	1,806	5,062	2,615	6,726
November	1,988	4,221		
December	2,150	4,399		
Total	24,128	92,122		

New companies registered in Northern Ireland

IN THE month of October 1970 35 private companies with a total nominal capital of £286,400 were registered in Northern Ireland.

During the period January-October 289 companies with a total nominal capital of just over £2,523,000 were registered as compared with 244 companies with a total nominal capital of just over £2,138,000 registered in the same period in 1969.

Retailers' stocks in September

THE VALUE of stocks at current prices held by retailers at the end of September showed an increase of 7 per cent over the corresponding month of last year; at constant prices there was an increase of 1 per cent compared with September 1969. These changes seem to continue the trend recorded in recent months.

Estimate of levels and percentage increases in retailers' stocks

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*

(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices												
1966	124	126	137	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	153	159	157	170	183	160
1970	151	154	164	167	167	168	162	170	168			
1969	*6*	*8*	*8*	*7*	*7*	*8*	*8*	*8*	*8*	*9*	*9*	*6*
1970	*7*	*5*	*4*	*6*	*4*	*6*	*6*	*7*	*7*			
At constant (December 1960) prices												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	128	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	135	144	126
1970	118	120	128	128	128	129	123	128	126			
1969	*1*	*2*	*2*	*2*	*2*	*3*	*4*	*3*	*3*	*4*	*4*	*3*
1970	*2*	*1*	*– 1*	*1*	*– 2*	—	—	—	*1*			

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

INDEX OF REGULAR STATISTICS

When did the Trade and Industry last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Aircraft noise at Heathrow and Gatwick airports during the second quarter – 1970

HEATHROW AIRPORT, LONDON

MONITORING OF THE NOISE of departing turbo-jet aircraft continued during the second quarter of 1970.

The results are set out below, together with comparable figures for the same period in the previous four years: —

Departing aircraft

Number of jet day departures	26,354
Number of jet day departures monitored	23,734 (90·1% of total)
Percentage exceeding the permitted noise level of 110 PNdB	1·1%
Number of jet night departures	1,358
Number of jet night departures monitored	1,254 (92·3% of total)
Percentage exceeding the permitted noise level of 102 PNdB	4·3%

Year		Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
1966	2nd quarter	13,405	0·9	876	4·8
1967		16,083	0·1	886	0·1
1968		18,361	0·2	995	2·0
1969		20,493	0·3	1,110	2·2
1970		23,734	1·1	1,254	4·3

Arriving aircraft

During the quarter 891 aircraft (2.5 per cent of total approaches) were monitored by radar to check their compliance with the glide path angle of 3 degrees. Three aircraft (0.3 per cent of those monitored) were off the approach path, and explanations were obtained from the operators concerned.

Year		Number of Aircraft Monitored	Percentage Infringements
1966	2nd quarter	1,901	0·7
1967		1,477	0·2
1968		921	0·1
1969		1,175	0·1
1970		891	0·3

GATWICK AIRPORT

Departing aircraft

Monitoring of the noise of departing turbo-jet engined aircraft continued during the second quarter of 1970.

The results achieved are set out below:

Number of jet day departures	7,002
Number of jet day departures monitored	5,574 (79·6% of t otal)
Percentage exceeding the permitted noise level of 110 PNdB	0·2%
Number of jet night departures	770
Number of jet night departures monitored	674 (87·5% of total)
Percentage exceeding the permitted noise level of 102 PNdB	1·0%

Noise monitoring commenced at Gatwick in July 1968, and figures for the only previous second quarter together with this quarter's results are given below for comparison:

Year		Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
1969	2nd quarter	4,734	0·5	517	3·3
1970		5,574	0·2	674	1·0

Arriving aircraft

Monitoring of the approach path of arriving aircraft at Gatwick commenced in November 1969, using modified GCA equipment on runway 27 only. 388 aircraft were monitored (3.2 per cent of total approaches) of which 0.3 per cent were off the approach path.

Note

Variations in the level of infringements are not a complete guide to changes in the overall noise disturbance. Apart from the general increase in traffic, the figures give no indication as to whether the aircraft that did not infringe the limits (i.e. all but a very small proportion) were in fact noisier or quieter than in previous years.

Dr. Terno Sakamoto (left), vice-president of the Japan Electronics Materials Society, and manager of Materials Laboratory of Fujitsu Laboratories Ltd., talking to Dr. J. Saunders (centre), managing director of Morganite Modmor Ltd., and Mr. Ken Stark, technical director of Morganite Resistors Ltd., during a recent visit of the Japanese Electronics Study Group to Morgan Companies at Battersea. The study group, comprising 21 senior executives of Leading Japanese electronic and electrical engineering companies, learnt of Morgan Group activities in the electronics field.

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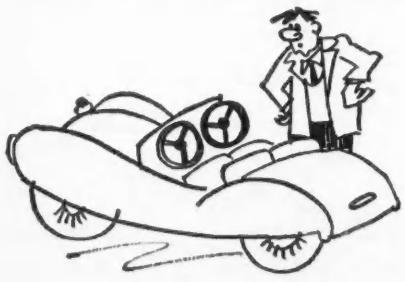

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Exhibitions and Fairs

£1 million orders at BA 70 in 48 hours

A report from Universal News Services' special correspondent in Buenos Aires

ORDERS WORTH more than £1 million were announced during the first two days of BA 70, the British Industrial Exhibition here. The exhibition, which was opened by Princess Alexandra on November 4, closed on November 15.

Among the first to be announced were Hawker Siddeley Aviation's £500,000 order for a 125 business jet with backup systems and other equipment; Pye of Cambridge Group orders for £250,000 worth of television equipment; Baker Perkins International sales of £40,000 worth of packaging equipment for the confectionery industry; Pictorial Machinery's sale of a large process camera worth £19,000; Holman Brothers of Camborne, Cornwall, £10,000 sales of equipment; and from Amalgamated Power Engineering of Bedford the sale of sand and gravel pumping machines valued at £3,000.

Mr. J. Peter Ford, president of the exhibition and chairman of The British Export Council's Latin America committee, said he was 'most encouraged' by the news of these successes.

As the exhibition progressed a steady stream of orders were placed for British goods.

An £800,000 contract for machine tools and accessories won by a number of British suppliers, and a £300,000 deal for Terex earth moving machines were announced at BA 70 on November 12.

Sixth visit

Stibbe Machinery of Leicester announced sales totalling £20,000. Mr. D. B. Allibone, the company's technical sales manager, on his sixth visit to Agentina, said that the contract was for two double jersey jacquard machines. This equipment produces fashion fabric for ladies' dresses.

Machinery valued at £20,000 was sold by Cincinnati Milacron, Birmingham, which showed equipment for the forging and metal-cutting industries.

'We have had good inquiries for another £20-£30,000 of orders, said Mr. Joe Morris, the company's export sales manager.

One night, when the exhibition hall was blacked out by a power failure, Mr. Morris, demonstrated a £25,000 diesinking machine to a potential buyer – with the help of torches.

Rose Forgrove, of Leeds and Gainsborough, a member of the Baker Perkins group of companies, announced sales worth £40,000.

Churchill Gear Machines, of Blaydon-on-Tyne, Co. Durham, part of the Birmingham-based Charles Churchill Group, announced that it had sold more than £20,000 worth of gear hover and gear shave machines to Venturi Brothers, Cordoba, a leading Argentine hydraulic pump manufacturer.

Pictorial Machinery of Crawley, Sussex, announced the sale of a process camera for printing an automatic step and repeat machine valued at £19,000.

Mr. Derek Hyde, sales manager, said that the company had had many inquiries for all the equipment on their stand and expected to sell all the machines before the exhibition closed.

Excavating equipment valued at nearly £30,000 was sold by JCB Sales Ltd. (of Uttoxeter, Staffs).

Three telescopic jib cranes made in Sunderland, worth a total of £120,000, were sold by Coles Cranes, whose head offices are in Pinner, Middx.

Two of them are 34-ton Hydra 300T's and the other is an 18-ton Hydra 150T.

Rose Forgrove Ltd., of Leeds and Gainsborough is to supply all the packaging equipment in a new confectionery factory in Argentina.

The deal, concluded and negotiated at the exhibition, totals £100,000.

Mr. Doug. Gregg, the company's South American regional sales manager, said the main item in the contract was for eight cutting and wrapping machines.

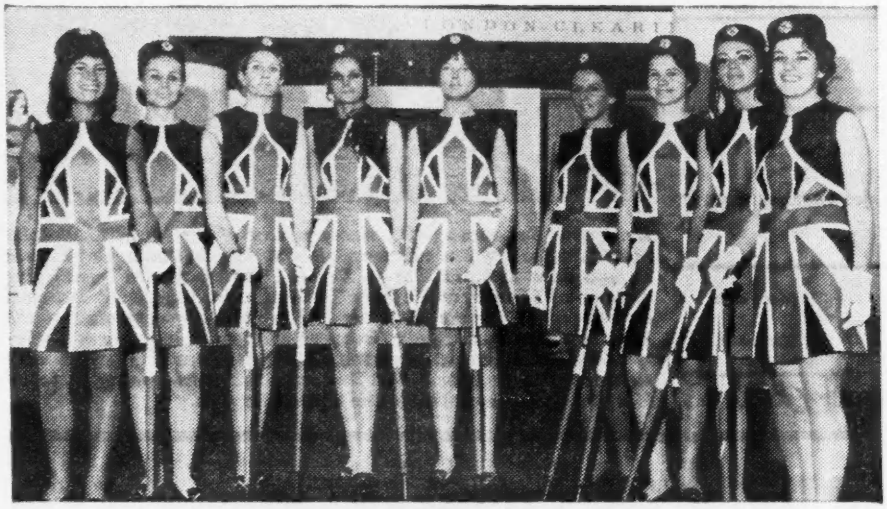
'The machines will be used for cutting and wrapping hard candy and toffee. Each machine has an output of 900 pieces a minute,' he said.

Pye Unicam, one of the Pye of Cambridge Group companies exhibiting at BA 70, received orders for analytical instruments valued at £23,000 in the first five days.

Three hundred and thirty eight British companies exhibited products and services on 115 stands, covering more than 80,000 square feet.

The promotion, sponsored by the British National Export Council and organized by Industrial Trade Fairs International, was the largest British overseas exhibition this year and the largest ever in South America.

● Mr. Michael Noble, Minister for Trade at the Department of Trade and Industry, who has been in Argentina for BA 70, spoke on agriculture at a luncheon in Buenos Aires (see page 239).



Union Jill's, British girls acted as hostesses at the British Industrial Exhibition.

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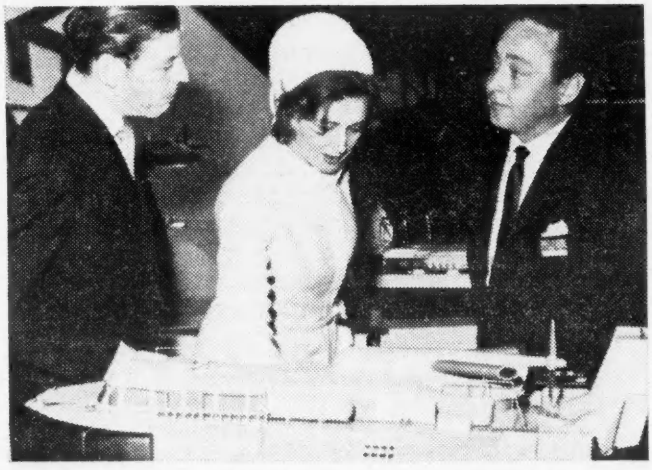
PRINCESS ALEXANDRA AT BA 70

Princess Alexandra speaking at the opening ceremony. She later visited many parts of the exhibition.

Princess Alexandra and her husband, the Hon. Angus Ogilvy, pause for a moment during their tour around BA 70.

Princess Alexandra and her husband examining products on Letraset Argentina's stand. Letraset Argentina was set up in 1964.



Princess Alexandra and her husband look at a model of a hovercraft on the Westland Aircraft stand.

Princess Alexandra also visited the BBC Information Stand after the opening.

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The National Bank of Australasia Limited

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Business reaches 55,000 dollar mark at Industrial Paint Show

A report from the British Consulate-General, Boston

FIVE BRITISH manufacturers under joint venture sponsorship of the Department of Trade and Industry and the London Chamber of Commerce took part in the 48th annual meeting and 35th Paint Show of the Federation of Societies for Paint Technology in Boston, Massachusetts (October 28-30).

The illustrated feature story of this year's printed programme could hardly have been more appropriate – it described the 'Boston Stone,' originally an old paint mill imported from England in about 1700, which is the earliest known implement of the paint industry in America.

The Paint Show, open only to the trade, drew an attendance of 4,200. It was technologically a sophisticated meeting and exhibition, with a full programme of seminars, concentrating this year on the theme 'Coating Productions Technology.'

At the seminar papers were presented from Finland, Germany, Belgium and Canada as well as two from the United Kingdom, presented by Dr. William C. Cross of Geigy (UK) Ltd., and Mr. G. A. North of Cray Valley Products Ltd.

One hundred and fourteen firms and associations took part in the exhibition. Their displays were geared to chemists, technical engineers and the paint manufacturing industry and, broadly speaking, fell into three categories – manufacturing equipment, instrumentation and chemicals.

Favourable comment

The entire British exhibit received a great deal of attention and favourable comment. The British technical publications on the London Chamber of Commerce stand drew a lively interest.

The working demonstration of the Electrostatic powder coating equipment shown by Controsion Electrostatics Ltd., proved a great attraction and has resulted in a number of requests for quotations, including two from General Motors and Toyota, who were particularly interested in the large multicolour systems offered by the United Kingdom firm.

Cray Valley Products Ltd., are in the process of setting up a sales service in the United States, and felt that participation at the Paint Show has considerably enhanced their sales potential.

Laporte Industries Ltd., one of whose main purposes at this show was to bring to the attention of the American paint industry its Lapointe synthetic swelling clay, received promising inquiries which will be followed up by their agents.

Technical publications and a translation service were offered by R. H. Chandler Ltd., who took the opportunity to meet some of their American clients – some 90 per cent of this firm's business is with American companies.

Highly satisfactory

A focus of attention was the Elcometer Instruments Ltd., range of instruments for measuring and testing the thickness of surface coatings; the total volume of orders taken was regarded as very satisfactory.

Foreign exhibitors included one Finnish and two German companies. The United Kingdom exhibitors were favourably impressed by the high standard of the show, where their estimated sales amounted to approximately $55,000, and indicated their interest in participating in 1971 either directly or through agents.

Instruments for measuring and testing the thickness of surface coatings were displayed by Elcometer Instruments Ltd. on their stand at the Industrial Paint Show, Boston.

The 1971 Paint Show will be held from October 27-30 at Cobo Hall, Detroit. United Kingdom firms requiring further details should write to Mr. Robert Matlack, executive secretary, Federation of Societies for Paint Technology, 121 South Broad Street, Philadelphia, Pa.

Highly successful SATRA debut at footwear management conference

A report from the British Consulate-General, Philadelphia

SATRA – the Shoe and Allied Trades Research Association – who last year celebrated their 50th anniversary, participated for the first time in the United States Footwear Management Conference and Exhibition held at Atlantic City, N.J., October 27-30.

This annual trade show is organized and operated by the American Footwear Manufacturers' Association, in conjunction with the Shoe Manufacturers' Association of Canada and the New England Footwear Association.

The SATRA exhibit, supported by the Department of Trade and Industry, included a small display of highly specialized instruments developed by SATRA to aid in the greater mechanization of footwear manufacturing and efficiency in footwear producing installations.

The stand was manned by four executives from the Kettering headquarters, who were highly delighted with the trade response. In four short days they received about 100 firm expressions of interest in SATRA membership, and sold practically all the instruments featured at their stand.

Among instruments which attracted particular attention was a vacuum forming machine designed to form a plastic film over a shoe last; a sole adhesion tester; a finish rub fastness tester and a wrinkleometer of particular use with synthetic upper materials during the lasting operation.

Prospective new members were given information on SATRA'S current research and development programmes, technical services available, and management and production services and computer applications within the industry.

New export business

A spokesman for the group described their participation as 'amazingly successful' and said that interest in their instruments far exceeded expectations. SATRA's participation in this event has, therefore, set the stage for not only new export business for Britain but it has also enhanced the status of British technology in this specialized field.

Elsewhere in the show, shoe manufacturing equipment produced in Britain was seen on the stands of one British subsidiary company and seven United States agents. Two British firms in the thread business participated through their United States subsidiary organizations.

There was a general feeling of optimism among British exhibitors working with their agents at the show. This was probably due to the high standard of technology in their equipment in relation to the need for modernization and greater efficiency in certain segments of the American shoe manufacturing industry.

Varied in scope

British equipment was varied in scope and application. There was a stitching room transporter with a versatile design to suit both large and small stitching room applications (Automagique); a combination back part moulding and seat lasting machine (C. I. C. Ralphs Ltd.); an interesting display of six machines from British United on the stand of USM Corp. of Boston; and weld and cut machines from three British suppliers (Cox & Wright, British United and Standard Tool & Machine Co.) for leather and poromeric applications.

Porvair, a new British poromeric material for shoe uppers, was displayed at the stand of the Inmont Porvair Corporation of New York, an Anglo-American venture.

Caravan show records

THIS YEAR'S International Caravan and Camping Exhibition at Earls Court (November 11-21) has broken all records.

It is not only the largest in area. It has more exhibitors, more models and equipment, and has attracted more overseas exhibitors than ever before.

This, the 11th show in the series, has been redesigned by its organizers, the National Caravan Council and the *Daily Mail*, fully supported once again by the Camping Trade Association of Great Britain.

Among the attractions? A free prize a day – either a caravan or a tent (*See picture, Page* 271).

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Inquiries concerning the insertion of advertisements in Trade and Industry should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1 (01- 348 9876, *Ext.* 6147).

Exhibitions cancelled

THE FOLLOWING two exhibitions have been cancelled. **London:** Giftshow Olympia, January 10-15, 1971. At Olympia. Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2. (Tel. 01-242 1200). **London:** Fashion Fair – The Make-it-Yourself Exhibition and Trade Fair. March 15-20, 1971. At Earls Court. Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2. (Tel. 01-242 1200).

The following events appeared in the Trade Promotions supplement of *Trade and Industry*, November 4, as occurring in 1971. This should have read 1972 as follows:

London: The International Mechanical Handling Exhibition. May 9-19. At Earls Court. Apply: Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333). **London:** International Pipes, Valves, Pipelines and Engineering Exhibition. June 5-9. At Earls Court. Apply: Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

British work at Screen Print '70 wins Mexico trip

A report from the British Consulate-General, Chicago

A SMALL group of British companies took part in a joint venture sponsored by the Display Producers and Screen Printers Association and the Department of Trade and Industry at the Screen Print '70 exhibition held in the Sherman House Hotel in Chicago October 28-31.

The extremely versatile screen printing process has shown considerable growth in the United States over the last few years, and total receipts from it in 1970 are expected to be over $200 million.

Apart from the British group, the 50-odd exhibitors included most of the main United States manufacturers, and a number of distributors, of screen printing equipment and supplies, as well as two Japanese companies.

Other foreign equipment from Sweden, Germany, France, Switzerland, and Italy was on view on the stands of various United States distributors.

The show was visited by practically all the major screen printers in the United States as well as by groups of printers from Europe, Canada, Latin America and Japan.

An extremely attractive display of British screen print work ranging through posters, self-adhesive stickers, four-colour half-tone work, point-of-sale display units, printings on metallics printed circuits, and transfers, was mounted within the British area by the Display Producers and Screen Printers Association.

This aroused such widespread interest and admiration that the Screen Printing Association International, the organizers of the show, sought and received permission to take it for display at the first Inter-American Screen Printing Technical Congress which they are co-sponsoring in Mexico City next month.

The products shown by members of the British contingent were likewise the object of considerable attention. The Sericol Group exhibited their massive fully automatic screen printing unit, the 'Sprinter,' Rondec Screen Process Ltd., several of their new presses for industrial screen printing and Autotype, Norprint Ltd., their pre-sensitized photostencil films.

All of them received a number of serious inquiries and Sericol sold their display machine off the stand before the show ended.

Their combined presence, together with the sterling publicity effort made by the Display Producers and Screen Printers Association, impressed on the visitors to the show that the British are very much on the map of the screen printing industry, and many American screen printers whom they met expressed the hope that they would return when the next major show is held in Detroit in the autumn of 1972.

Important British display at Atlantic City Leather Fair

A report from the British Consulate-General, Philadelphia

THE LEATHER Institute, in a joint venture with eight British leather manufacturers, displayed a wide variety of high quality British leathers at the Leather & Allied Industries Exposition, held at Atlantic City, N.J., October 27-30.

This show, organized by the Tanners Council of America, was primarily geared to the shoe manufacturing industry.

In the same convention centre was a large display of footwear manufacturing machinery as well as materials and services to the industry in an exposition organized by the American Footwear Manufacturerss Association.

Practically all the British participants reported successes in one form or another. Most were able to achieve their objectives in going to Atlantic City. This was an opportunity for them to re-establish close ties with their agents, and to follow up on business opportunities which in some cases had developed before the show.

Useful new leads developed as contact was made with leather buyers. Three of the exhibits were manned either by, or in conjunction with, local representatives, firms well established and experienced in the United States market.

British leather is renowned for the wide variety of its applications and for the fine qualities sought by some American buyers.

While this show was primarily concerned with leathers and related products for shoe manufacturing, the British exhibit also included leathers for fashion wear and for industrial purposes.

There was a distinct appeal to fashion conscious buyers seen in the many new colours and finishes, with purples, lilacs, lavenders and rose shades in evidence, particularly in leathers suitable for clothing.

One firm that had exhibited at the Semaine de Cuir at Paris in September, where they had made advance preparations for the Atlantic City event, expressed their satisfaction with the show.

Another exhibitor, handling shoe leathers for the top end of the market, reported an increase in business since June. Sales had not been affected by the current sombre mood of the United States footwear industry.

Another diversified exhibit included leathers for clothing, footwear, gloves, upholstery, bridles and saddles, and attracted many interested visitors and business.

In the remainder of the show the products of some 12 British tanneries were featured by importers, or the firms' United States representatives.

Apart from these displays of regularly imported British leathers and the exhibits at the joint venture, the extent of foreign participation in the show was relatively small. This indicated the market's respect for the high quality of British tanning and the sensitivity of British manufacturers to United States needs, high style and colour varieties and finishes required by the top end of the United States shoe market.

This has put Britain in the forefront among leather producing nations with the accent more on quality and style rather than on volume and price.

To maintain this position much will depend on the ability of British firms to meet the stringent delivery requirements of United States buyers for their production runs who themselves are highly attuned to fashion changes.

Penny & Giles Ltd. top 250,000 dollars at ISA-70

A report from the British Consulate-General, Philadelphia

EIGHT BRITISH firms, in a joint venture sponsored by the Department of Trade and Industry and London Chamber of Commerce, exhibited, some of the latest developments in instrumentation and control to a gathering of some 16,000 American scientists, engineers and industrialists at the Instrument Society of America's ISA-70 International Conference and Exhibition at Philadelphia Civic Centre (October 26-29) marking the occasion of the ISA Silver Jubilee.

The British group was situated on two aisles in the centre of the exhibition hall, giving maximum exposure to visiting representatives of American industry from virtually every State in the Union.

Exhibitors totalled 400, while attendance roughly equalled the previous year's show in Texas, but was less than the 20,000 reported to have visited New York in 1968.

From computers to valves

The heaviest concentration of exhibits was in the fields of analysis, calibration, digital read-out, computers, recorders, indicators, controllers, components, temperature instruments and valves

Among the British exhibits were oxygen analysers with ranges covering uses from heavy industry to incubators for premature babies; refractometers and polarimeters including a photo-electric polarimeter with an accuracy of 0·002; for analysis of optically active compounds; the modular 'Dimeq' range of transducer equipment for continuous measurement of variables in thickness, bore, vibration and flatness; scanning microdensometers for automatic testing of new drugs; pressure transducers; master scribers for production of printed circuit masters; fluidized baths, temperature controllers and transistorized recorders; thermostatic oil and water baths; flow meters; polarizing and stereoscopic microscopes for use in metallurgy.

A steady flow of serious inquiries and requests for quotations was reported by the majority of British firms. Estimates of business obtained at and as a result of, the show varied by exhibitor in accordance with the type of product on show, up to a high of over a quarter of a million dollars for Penny & Giles Ltd., Christchurch, Hampshire. The show offered both the means of bringing new developments to the attention of industry and that of follow-up on sales and promotion strategy, in addition to first-hand appraisal of competition and market trends.

Requests for information

The London Chamber of Commerce information stand received inquiries ranging from requests for British technical literature to instrumentation and products not on show, and several offers from American firms desiring to represent British firms in the United States market.

Most of the British exhibitors agreed that not only would they continue to participate at ISA, on future occasions, but they would also seek to exhibit in shows specializing in particular sections of their varied product ranges.

Next year's show at MacCormick Place, Chicago, will afford space for a considerably greater number of exhibitors.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E.22, Atlantic House, Holborn Viaduct, London, EC1P 1BN asking for the CATALOGUE SERVICE LEAFLET.

Future prospects for British firms look good following participation in Water '70

A report from the British Consulate-General, Johannesburg

THE WATER '70 Exhibition, held in Milner Park, Johannesburg from October 14-20, was the first of its kind ever to be staged in South Africa. It was organized by the South African firm Industrial Exhibition Organizers (Pty.) Ltd., at the request of the South African Government as part of their water conservation campaign during 1970.

Fifty-eight firms exhibited, of which seven were British, participating in a joint venture organized by the Department of Trade and Industry and the London Chamber of Commerce.

Basically, the organizers' shell scheme stands were used, but these were improved and embellished by the C.O.I. exhibitions division to make the British section distinctive.

Although only seven British firms exhibited these were highly representative of the water treatment industry in Britain. Amongst the subjects covered were water conservation, purification and filtration, prevention and control of pollution, various methods and equipment for water desalination, pumping and metering control, water quality and analytical instruments and instruments in the field of meteorology, oceanography and hydrology.

Included in the British section the London Chamber of Commerce had an information stand manned by a representative of the Chamber, who answered export trade inquiries.

Diagrams and models

In close proximity to the British section the United Kingdom Atomic Energy Authority had a stand on which Britain's advances in large scale land based desalination plants were shown both diagrammatically and by means of models.

The Minister of Water Affairs, Mr. S. P. Botha, opened the exhibition after first visiting all the stands and spending considerable time in the British section. Mr. H. A. N. Brown, HM Consul-General, visited the exhibition.

Without exception, the exhibitors and principals who came out from the United Kingdom for the show were pleased with the results immediately obtained and with future prospects. They considered the venture well worthwhile, and stated that they were prepared to participate in future shows of a similar nature. Some British exhibitors postponed their return dates in order to follow-up serious inquiries.

The organizers stated that 4,000 visitors attended the exhibition, a high proportion of whom were water engineers and technicians from the private sector, from Republican and Provincial Administrations and from municipalities.

Mr. Peter Walker, Secretary of State for the Environment, is seen here with his wife in a new 'environment' at the International Caravan and Camping Exhibition at Earls Court. He officially opened the show. *(See item Page 269).*

Considerable interest in trailerable boats at Long Beach Sailboat Show

A report from Roger W. James, Vice Consul (Commercial), British Consulate-General, Los Angeles

THE SECOND annual Long Beach Sailboat Show, held at the Long Beach Arena (October 23-November 1), was highlighted this year by the British exhibit which took up some 20 per cent of the main exhibition hall space, and gave the 56,000 discriminating visitors a comprehensive and concentrated view of some of the best sailing boats, ranging in size from 8 ft. to 30 ft., that Britain has to offer.

A British catamaran, although it was not part of the official British exhibit, dominated the entrance to the arena and immediately focused the visitors' attention on the British flavour of the show.

British exhibitors at the Long Beach Sailboat Show expressed satisfaction with the number of visitors to their stand.

The Sailboat Show was started in 1969 and designed exclusively to appeal to, and cater for, the sail boat enthusiast. It is the only show of its kind in the United States. In addition to the displays of boats and accessories, a daily schedule of talks and films on various aspects of sailing, racing, etc., was an added attraction.

An important trend in the size of sailboats generally, and one particularly noticeable at the show, is towards the trailerable sailboat. With rising costs for marina space and the general shortage of suitable facilities, together with improvements in design which allows a boat to be easily loaded on a trailer, boats with a maximum size of 26-27 ft. are becoming more and more popular with the leisure conscious Southern Californian.

The 15 British exhibitors who took space on the main stand, which was well designed and visually attractive, were generally pleased both with the number and with the discrimination of the visitors.

Mr. Albert Cork, representing the SBBNF, reported a large number of general inquiries about the British boating industry, and found that the British yachting and sailing publications on display were the subject of much favourable comment.

Trailerable boats

The British boats on display included the 'Jouster' and 'Tiger' of Westerley Marine and the elegant 'Nantucket Clipper' of Offshore Yachts which was always crowded with visitors. Pearson Bros. showed several of their range of dinghies, including the attractive Bonito. Newbridge Boats Ltd. had on view the 'Corribel 21', while Russell Marine exhibited two of their trailerable Vivacity boats, which included many new and attractive features.

Hurley Marine showed an attractive quartet including the H22 and the Hurley 20. Richmond Marine were well pleased with the interest in their 'Skipper' and Thames Marine, new to the West Coast, were equally pleased with the reaction to their 'Snapdragon 24.'

Small Craft (Blockley) Ltd. with the Wayfarer and Martin on display were attracted to the show because it is proving to be a rewarding market for the British builder. In the accessories and hardware field, Cranfield Sails and Brookes and Gatehouse, were well satisfied with their long-term prospects.

Of the remaining British exhibitors, Jack Holt Ltd., with their attractive display of hardware, Lewmar Marine, showing their latest winches and range of cleats, Henderson Pumps and Equipment and Thomas Foulkes whose gaily decorated booth attracted a steady interest, found it a worthwhile show.

The British Consul-General, Mr. Andrew Franklin, visited the Show on October 28.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *- three clear months is a minimum notice - and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* Trade and Industry.

Mr. Anthony Grant to visit South Africa

AT THE request of Mr. John Davies, the Secretary of State for Trade and Industry, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, will be visiting South Africa from November 23 to December 1, to attend the Machine Tools and Mechanical Engineering Exhibition in Johannesburg.

Commenting on the Minister's programme, Mr. Davies said: 'The purpose of Mr. Grant's visit is to attend the exhibition and see something of the prospects for United Kingdom exports to the South African market. His visit has no connection with the Rhodesian situation or with the question of arms which is currently under discussion.'

Some 60 British firms will be participating in the exhibition which is the largest officially sponsored display ever mounted at a specialized exhibition in South Africa. The United Kingdom stands will occupy approximately a quarter of the 120,000 sq. ft. exhibition area.

Our total exports to South Africa have increased in recent years from £155 million in 1962 to £293 million in 1969. Exports for the period January-August 1970 were £212.8 million compared with £187.1 million for the same period last year.

United Kingdom exports of machine tools to South Africa have been running at over £5 million per annum since 1968 and account for about 40 per cent of total South African imports of machine tools.

NEL dumper trucks at Olympia

SIX DUMPER trucks with 12,000 hours of on-site experience between them have demonstrated the improved safety, reliability and low maintenance costs, provided by integrated hydrostatic drive.

The dumpers, with either two or four wheel hydrostatic transmissions designed by the National Engineering Laboratory, East Kilbride, are being demonstrated on the proving ground (Stand HES B1) of the Public Works and Municipal Services Congress and Exhibition which opened at Olympia on November 16.

Jaymo Marine secure orders before start of EMTEC

A report from the British Consulate-General, Hamburg

THE FIRST European Marine Trade Exhibition and Congress (EMTEC) opened in Hamburg on October 28 with an impressive line-up of 186 exhibitors from 16 nations, and trade experts and journalists from a total of 27 countries, as far apart as the United States and Japan.

British firms were well represented. In a joint venture sponsored by the Department of Trade and Industry, 30 members of the Ship and Boat Builders National Federation showed a wide range of exhibits including yachts, motor boats, catamarans, navigational equipment and clothing.

The exhibition was preceeded by a press conference, at which Mr. Jan van Vollenhoven, the exhibition chairman, noted that with an estimated 10,000 companies in the marine industry in Europe alone there is clearly a strong need for inter-company exchange of information and a show place for its products.

This, he said, was why EMTEC had been organized and why it was purely for the trade.

Apart from the well designed and practical stands occupied by the joint venture firms, there were a number of British manufacturers exhibiting indepently, in addition to British products on the stands of some German agents.

Running concurrently with Trade Fair was a congress, organized by the International Council of Marine Industry Associations (ICOMIA). The idea for this was generated three years ago, as it was thought that a specially designed educational programme geared to the marine industry's needs would be most desirable in helping companies to be more profitable and also improve their technology.

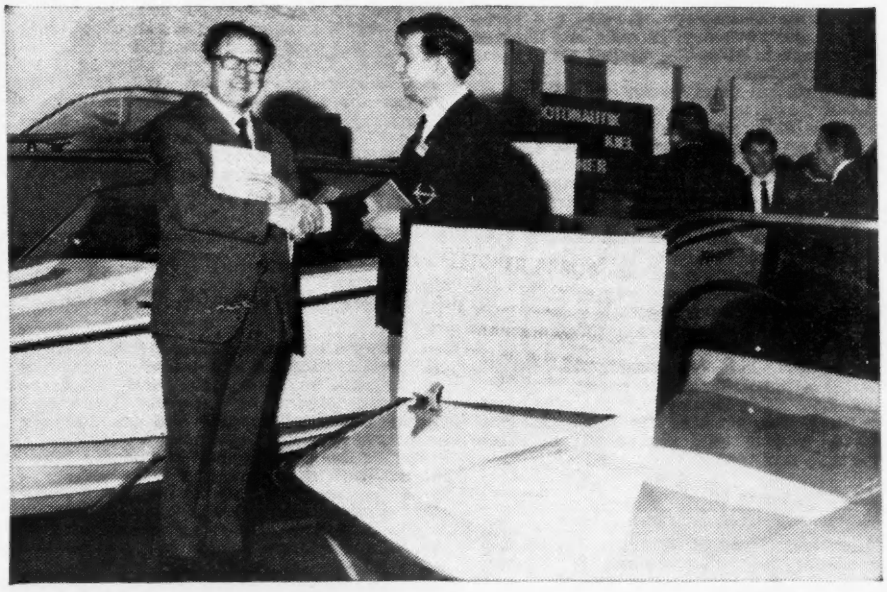
A further – and more obvious – objective of the trade show and congress was to stimulate the sale and usage of boats and their equipment.

Business from the outset was brisk. Jaymo Marine Ltd., makers of electronic equipment, took their first order worth £1,700 two days before EMTEC opened whilst in the process of preparing their stand.

Three other British exhibitors reported sales between £8,000 and £10,000 and Winner Boats (GB) Ltd. sold 49 motor boats.

Those exhibitors not already represented in Germany were generally satisfied with the number of contacts they made at EMTEC and considered it an excellent platform for meeting and discussing business with potential agents.

An EMTEC spokesman stressed that the choice of Hamburg for this trade fair and congress had proved to be the right one. This was confirmed, the spokesman added, by the large number of international buyers who attended.



Mr. Christian Nielsen of Bad-Centret, Egaa-Aarhus, Denmark, shakes hands with Mr. Norman Fletcher, managing director of Norman Fletcher Sales & Development Ltd., boat builders of Staffordshire, after placing an order for 50 boats worth more than £20,000 to Fletchers at EMTEC.

Festival of London Stores 1971

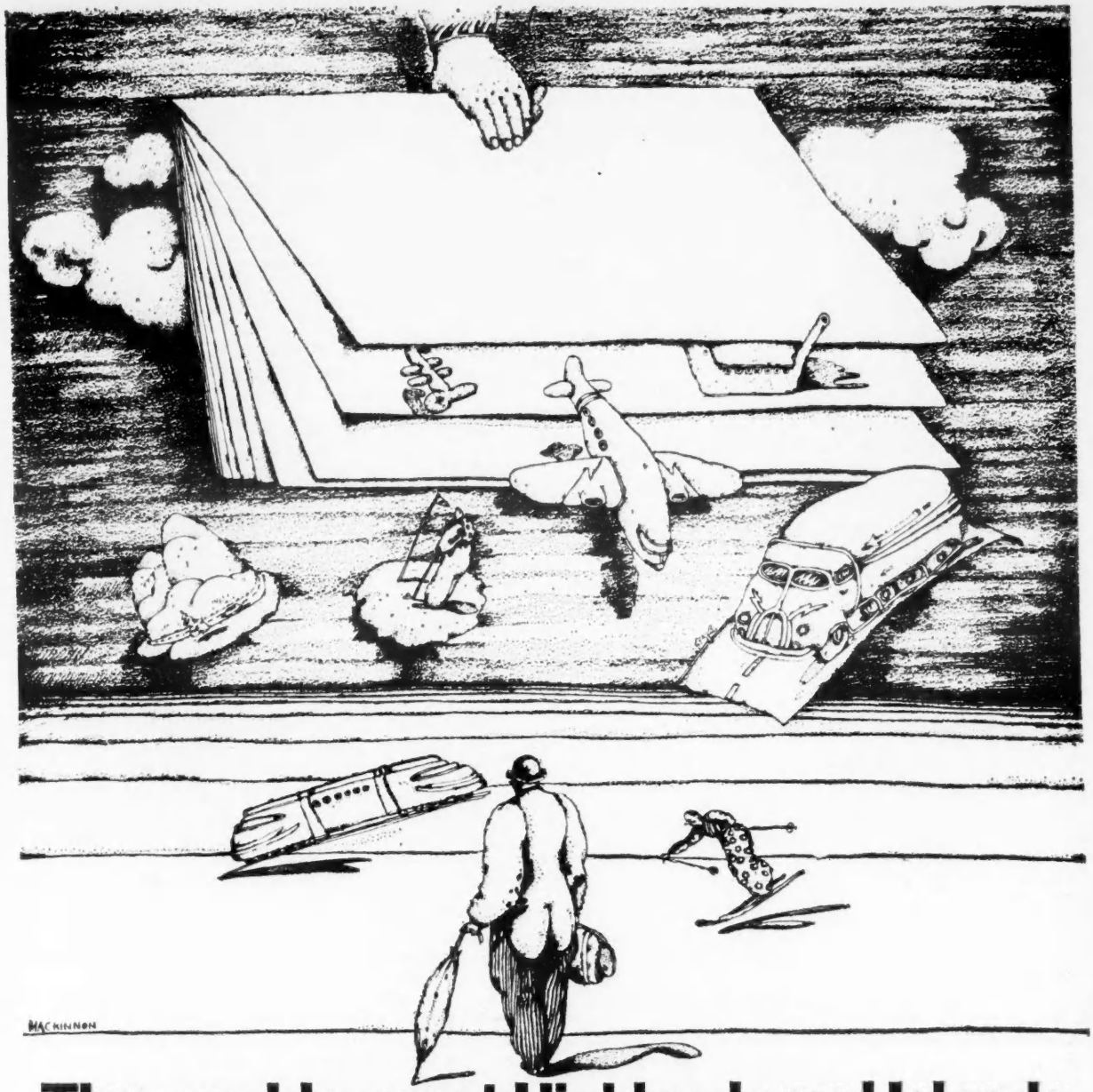
THE FOURTH Festival of London Stores is to take place from Monday, May 31 to Saturday, June 12, 1971.

The Organizing Committee consists of representatives from The City of Westminster, British Tourist Authority, London Tourist Board, *Evening News*, *Evening Standard*, Derry & Toms, John Perring, Peter Robinson, Selfridges, and Simpson (Piccadilly) Ltd.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Department of Trade and Industry **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, EC4M 7HU. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 *to* 5.30 *Mondays to Fridays (Tel.* 01-248 5757,, *Ext.* 368 *or Telex No.* 886143).



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Overseas Trade and Exports

Papua-New Guinea: Animal, vegetable and mineral!

By Terence Grady, British High Commission, Sydney, NSW

THERE ARE NO prizes for guessing what or where Papua-New Guinea is. But for the businessman who would be prepared to expend a little energy and initiative there are fat rewards to be gained from the vast agricultural and mineral potential of one of the last of the twentieth century's frontiers.

This clumsy and inaccurate – it is neither New or Guinea – hyphenated title belongs to territory inherited by Australia from the British Government (Papua) and to the former German colony (New Guinea) which as a result of the Versailles Treaty was entrusted to Australian administration by mandate of the League of Nations in 1920. A fundamental objective of the Australian Government is to assist the progress of the Territory towards economic and political independence. In a recent visit in July, Mr. Gorton the Prime Minister promised that immediate measures would be taken to permit greater responsibility for the conduct of their domestic affairs by the Territory's Parliament as a first step. It encompasses a land area of over 180,000 square miles (twice the size of Britain) comprising the New Guinea mainland east of the Indonesian border, and a collection of islands of the Admiralty, Bismarck and Solomon Groups principal among which are Manus, New Britain, New Ireland and Bougainville. It is a land of startling contrasts peopled by stone-age men some of whom in the virtually inaccessible mountain regions have not yet seen their first white man; a land of scattered tribes many mutually hostile, many still dominated by sorcery, speaking over 700 languages; a land of incredible beauty, of awe-inspiring mountains and pestilential swamps; of undistinguished fauna and exotic bird life. But above all, it is spoken of as a modern El Dorado of mineral wealth of vast proportions and tremendously productive agricultural potential. And among the most surprising of all its surprises, it is a mere 2½ hours by fast jet from the Australian mainland with twice daily services.

The economy

The economy is still very heavily orientated towards primary production in which agriculture is greatly predominant. The most recent statistics (1967/68) show agricultural products contributing approximately 85 per cent of the Territory's exports. But despite the dramatic advance in production – exports in 1962/63 of $33 million rose to $59 million in 1967/68 – the Territory relies to a very great extent on Australia to balance its external trade. In the year ended June 1967 the Territory had an adverse balance of trade of $68 million and an adverse balance in invisibles of $34 million a total of $102 million. This was redressed by Australian grants to the Administration of $70 million and direct Australian expenditure in the Territory of $36 million.

The five-year-plan

In 1963 the Australian Government invited the World Bank to visit the Territory to review the economy and to make recommendations concerning future development. Basing itself on the World Bank Mission's report, the Australian Government produced in 1967 a five-year plan for forward planning over the period 68/69-72/73. It envisages the expenditure of almost $1,000 million based essentially on the agricultural industries and proposes rapid advances in new plantings. The planting programme places highest emphasis on the new high-value crops, tea and palm oil. A 28 per cent increase in the total area of coconuts, cacao, rubber, tea and oil palm is looked for. Although foreign investment will be required to meet these targets, it is hoped that indigenous cultivation will contribute as much as 60 per cent. The programme calls for an increase in beef cattle of more than 56 per cent leading in the long term to a national herd of 300,000 head. And timber production, which will rely largely on attracting overseas investment, is expected to increase threefold.

A planter and his native assistants look over four months' old teak at a nursery in Lae.

Commensurate increases are planned in manufacturing industries and development of the infrastructure and health and welfare services. Manufacturing output is expected to double, and expenditure on transport and communications will be about $175 million, on health services $80 million, and on education $150 million.

Mineral exploration

Basic to the five-year plan is the major emphasis to be placed on stimulating the productive potential of the Territory and the educational advancement of its people. It is only by these means, as the World Bank Mission reported, that the real income of the native people can be raised, the tax base broadened, the gap between public expenditure and revenue narrowed, and the deficit in the balance of payments – now met by Australian Government

grants – reduced. If all other things were equal, the targets set by the plan would be formidable. But a major factor to be added to the scales since the plan was attempted is the exciting prospect of mineral wealth on a vast scale. The mining company, Conzinc Rio Tinto of Australia (85 per cent owned by the Rio Tinto Zinc Corp. Ltd.) has begun work on a copper project at Bougainville which involves expenditure of $350 million by 1972 in the construction of a mine, a port, a township and associated roads and services; 5,000 employees and the company's contractors are at present at work on the island. Drilling explorations for copper are also being conducted by other major international companies. Two such are the American Kennecott Corporation and the Australian Mount Isa Mines. These two companies are spending millions of dollars on proving the extent of ore bodies and although no estimates are available of the success achieved, their efforts can safely be described as intensive.

Foreign investment

The full effects of the mineral development will be slow to make themselves felt, however. It is Administration policy to grant 'Pioner' status to new enterprises which add significantly to the Territory's economy. This status offers a five-year tax free holiday

Native farmers preparing the soil prior to tea planting in the Western Highlands area.

as well as other generous inducements and has been successful not only in the field of mineral exploration but also in attracting in recent years foreign investment for palm oil development, plywood manufacture, tea processing plant, cigarette manufacture, a glassworks, a brewery and a fibre board container factory among others. But although these new enterprises will not add their full weight immediately, they are already contributing indirectly in the multiplication of the local services they require and the impetus they provide to the economy generally.

Trade with United Kingdom

In 1967-68 Papua-New Guinea exports to Britain amounted to $20 million – mainly copra and coconut oil. These exports accounted for about 30 per cent of Papua-New Guinea's total exports. In the same year the Territory's imports from Britain were valued at a mere $7 million – 5 per cent of the total. Australia is by far the main supplier with Japan second and the United States third, the last named being slightly ahead of Britain.

Commercial opportunities

Papua-New Guinea's imports have doubled over the past five years and are likely to continue to rise rapidly. With greater sales promotion endeavour, British firms should be able to carve out a larger share of this growing market. The Territory's development plans will therefore rely greatly on foreign suppliers and all known requirements are broadcast in the Department of Trade and Industry Export Intelligence Service.

For the exporter taking the market seriously there is no substitute for research by personal visit. It requires little extra effort on the part of businessmen visiting Australia and New Zealand to break their return journey in the Territory. Daily jet flights from Melbourne, Sydney and Brisbane connect with Port Moresby and outward flights by Qantas each Monday and Wednesday go to Manila, Hong Kong and Tokyo. Feeder services within the Territory (mostly Fokker-Friendship turbo-prop) are frequent and reliable. And modern hotel accommodation is to be found in all the principal urban centres.

Japan and Australia will continue to offer keen competition; the former on account of price and prompt delivery and the latter because of proximity and accessibility. Businessmen from both countries (as well as Germany) are also known to visit the Territory regularly. But the Bank Line which operates a regular monthly service to all ports in the Territory (the voyage London-Port Moresby taking on average about 40 days) can frequently beat freight charges Australia-Papua-New Guinea and offers British suppliers an edge.

Agency operations

There is one aspect of merchandising in the Territory which has recently proved an irritant and which British principals would do well to take into account. It is the practice of servicing the Territory by Australia and New Zealand agents. Although in principle this would appear to make good sense, it results in practice in enquiries being referred to Australian and New Zealand agents, orders given by the agent, and consignments shipped direct to Papua-New Guinea from the United Kingdom at a landed cost which includes the agent's commission. It is known that this has resulted in loss of business. Where existing agency agreements permit, it would be well seriously to consider divorcing the Territory from other franchises. Certainly no new agencies entered into should lump the Territory in with other agencies without careful consideration of the various factors involved.

Invitation to the party

Papua-New Guinea, if all the indications are reliable, is on the verge of inevitable prosperity. The High Commission at Sydney whose staff visit the Territory keep in close touch with developments and pass news of opportunities to the Department of Trade and Industry for the computerized Export Intelligence Service. The list of the Territory's future requirements is endless; consultants' services for town planning, port facilities, airports, roads and bridges; civil engineering in all these fields and in the construction of hospitals, schools and low-cost native housing; increased demands for power generation and supply; sophisticated agricultural equipment for the larger enterprises, simpler tools for the cash cropping indigenes; processing plant for the tea, palm oil, cocoa and coconut crops; machinery for the timber industries; abattoir and cold storage equipment for beef cattle development; transport and telecommunications equipment; chemicals, fertilizers and raw materials generally; and all the consumer goods paraphernalia sought by the expatriate community on the one hand and the inexpensive trappings of the prospering native population on the other. But although the High Commission will attempt to signal as much of these opportunities as possible, there is no adequate substitute for a personal visit. The Australians, Japanese and Germans – and now even Italians, Koreais and Taiwanese – are showing a personal interest. It would be a pity if after assisting at the birth of Papua-New Guiuea as it were, Britain were absent at the Territory's coming-of-age party.

EXPORT HANDBOOKS

The Department of Trade and Industry has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), *DTI, 1 Victoria Street, London, S.W.1.*

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

Seychelles

THE Ministry of Overseas Development through its Directorate of Overseas Surveys at Tolworth, Surrey, has awarded a contract worth £17,000 to Huntings Surveys Ltd., of Boreham Wood, Hertfordshire, to undertake an aerial photographic survey of Mahe, the main island of the Seychelles. If the weather conditions are favourable, the work will also be extended to many of the outlying islands of this group.

The large scale photography of Victoria, the capital, and its environs is the most important task for the survey team as it is needed to support current development projects being undertaken there to cater for the growing tourist industry on Mahe. These projects include the re-planning of the town and its public works and communications, especially road links between the new harbour and airport and the town centre.

Smaller scale photography will also be carried out on the nearly granite islands to assess the state of their natural resources, particularly their forest-lands, and on the distant coral islands that make up the outlying members of the Seychelles group.

Inquiries relating to this notice should be addressed to the Department of Trade and Industry, Commercial Relations and Export Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226), quoting reference number CRE 19729.

Signing of agreement on British/Hungarian co-operation in materials handling

IN ACCORDANCE with the principles of the agreement of 1967 for technological co-operation between the United Kingdom and Hungary, a memorandum on co-operation in the materials handling field was signed on November 6 at the Strand Palace Hotel, London, by J. M. Williams, director of the National Materials Handling Centre, and Mr. E. Györfi, technical director of the Hungarian State Institute for Materials Handling and Packaging.

Preceding the luncheon at which the agreement was signed, a meeting attended by representatives of companies and organizations active in materials handling, was held to discuss trading links with Hungary.

The agreement will enable the two organizations to:

exchange views and study the methods adopted and action taken in the two countries in stimulating the adoption of up-to-date materials handling methods,

act as independent information centres establishing permanent files on the mechanical handling equipment produced in the two countries,

help to establish more personal contact between specialists in the two countries,

inform each other of exhibitions, conferences, developments, etc., in materials handling in each country and exchange publications.

One of the principal objectives of the agreement is to develop industrial contacts between the two countries. The Hungarian delegation, which also included Mr. Laszlo Kalotai, head of Materials Handling at the Hungarian State Institute, was particularly interested in automatic and high-bay storage techniques and during their nine-day stay in England visited warehouses of the Co-operative Wholesale Society Ltd., Birtley, Co. Durham, F. Perkins Ltd., Peterborough; Boots Ltd., Nottingham; the equipment manufacturers Bagshawe and Co. Ltd., and the cargo and baggage handling terminals at Heathrow Airport.

Uniform Benelux Law on Trade Marks

THE REGULATIONS implementing the above Law, which will come into force on January 1, 1971, have now been published. An English translation is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

The present address of the Benelux Trade Marks Office is Willem Witsenplein 6, The Hague. After January 1, 1971, the address will be Bankastraat 149-151, The Hague.

Iceland and Czechoslovakia

THE BRITISH EMBASSY in Reykjavik has reported the signature on September 15 of an Agreed Minute following the meetings in Prague of the Icelandic/Czechoslovak Mixed Commission. The Commission, established in accordance with the long term Trade and Payments Agreement signed in 1966, automatically extended the Agreement for an additional period of one year from October 1, 1970 to September 30, 1971, during which time a new long term Trade Agreement will be negotiated.

Icelandic imports from Czechoslovakia in 1969 amounted to Ikr. 132 million, consisting principally of sugar, textiles, non-ferrous metals, iron and steel, motor vehicles, clothing, footwear and non-metallic mineral manufactures. Her exports to Czechoslovakia, amounting to Ikr. 56 million, were frozen fish fillets and canned fish. Trade in 1970 has followed a similar pattern to that of 1969, Icelandic imports from Czechoslovakia in January/July reaching Ikr. 107 million, whilst her exports to Czechoslovakia have only amounted to Ikr. 37 million.

A copy of the Agreed Minute is held by Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 467 and 482).

Bulgaria and Denmark

A LONG-TERM Trade Agreement for the period 1971-1975 between Bulgaria and Denmark was signed in Sofia on August 31, 1970. At the same time a protocol was signed covering trade between the two countries during 1971. Under this Bulgaria will export to Denmark, goods including vegetables, maize, wheat, textiles, fur clothing, gloves, socks and stockings, wickerware, tiles, welded tubes, electric motors and furniture.

The list of goods to be exported from Denmark to Bulgaria includes fish and fish products, beef, canned meat, chemical and pharmaceutical products, medical apparatus, machinery and spare parts for the textile, dyeing, cement and food industries, ships' equipment, breeding animals and raw hides and skins.

Copies of the quota lists and the text of the agreement can be seen at Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 466, 467 and 482).

Increased fees in USSR for industrial property registration

THE FEES payable in connection with applications for patents and the registration of trade marks and industrial designs were increased as from January 1, 1970. A schedule of the fees payable from this date is now available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

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ECGD backing for export contracts

GENERAL CARGO VESSELS FOR PANAMA

THE EXPORT Credits Guarantee Department signed two Financial Guarantees on November 6 covering finance for the sale of two SD14 general cargo vessels each of 14,910 tons deadweight. The contracts, worth a total of approximately £3.2 million, are with Panamanian companies owned by Colocotronis Ltd. The vessels will be owned by Imperia Delmar SA and Transportes Surenos Armadora SA, and both vessels will be built in the Wearside shipyards of the Austin & Pickersgill Group. One vessel is scheduled for delivery at the end of 1972 and the other early in 1973.

On November 5 the ECGD signed three Financial Guarantees covering the financing of three SD14 general cargo vessels each of 14,910 tons deadweight. The contracts, which are worth a total of approximately £4¾ million, are also with Panamanian companies owned by Colocotronis Ltd.

The vessels will be owned by Hidalgo Atlantico Navegacion SA, Mares Nortenos Armadora SA and Tropica Ultramar SA, and are being built in the shipyards of the Austin & Pickersgill Group at Sunderland. Two of the vessels are scheduled for delivery in the first half of 1972, and the third later in the same year. Loans, for 80 per cent of the contract value of each vessel, are being made available by William Brandt's Sons & Co. Ltd., acting on behalf of Williams & Glyn's Bank Ltd. and National Westminster Bank Ltd. All loans will be repayable over a period of eight years from the scheduled date of delivery of each vessel.

EQUIPMENT FOR LUBE OIL PLANT IN IRAN

THE ECGD HAS signed a Financial Guarantee covering the financing of a contract for the procurement of equipment, machinery and materials for a lube oil plant to be constructed at Tehran, Iran.

The contract, worth £6.9 million, is between Brefcon International Ltd., and National Iranian Oil Company. Over the next two years Brefcon International will be placing orders on behalf of NIOC with United Kingdom manufacturers for the supply of various items of equipment and machinery required for the fulfilment of the contract.

A loan of £5.865 million, is being made available to the Plan Organization of Iran by S. G. Warburg & Co. Ltd., who are acting on behalf of a syndicate of London clearing and Scottish banks comprising Bank of Scotland, Barclays Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd., National Westminster Bank Ltd., The Royal Bank of Scotland Ltd., and Williams Glyn's Bank Ltd.

Repayment of the loan will be over a period of eight years from June 1972.

Mr. Alex Brown, advertising executive of Arthur Bell & Sons Ltd. (right), with a party of Spanish journalists at one of the bottling lines in Bell's East Mains Blending and Bottling Establishment near Edinburgh.

Effects of baggage screening

BUSINESSMEN WHO INTEND travelling abroad, by air, should be aware that certain baggage screening devices currently in use at some international airports may have an adverse effect on such items as magnetic tapes and films.

Anyone carrying such items would be advised to take precautions to avoid possible damage to them.

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6 Hedel Road, Cardiff, CF1 8XD, S. Wales	Telephone: 21308/9	
Regent House, Ferensway, Hull	Telephone: 36850	Telex: 52443
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40 King Street West, Manchester M3 2NX	Telephone: 832 6411	Telex: 66659

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page viii October 7 issue* Board of Trade Journal) *or the Export Services Division, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel.* 01-248 5757).

OUTWARD MISSIONS

'Business exceeded all expectations'

THE 23 members of The Textile Council missions to South Africa, Australia and New Zealand report that business exceeded all expectations. Although it is too early to give a final figure for orders taken during the missions, it is already known that firm orders booked are valued at over £1 million and business under negotiation will probably double this figure.

It is especially gratifying to note that, while the largest orders were taken by representatives of the textile industry's giants, all the smaller specialized firms also increased their sales – one small company equalled last year's exports in the first two weeks of the missions and went on to double their previous year's sales.

The markets visited were worth £18.2 million in exports from the man-made fibre, cotton and silk industries of Britain during 1969, and the missions have given a timely boost to British sales efforts in the area.

It is significant that mission members were able to demonstrate that the new, efficient British textile industry is able to meet, and in some cases beat, price competition from the Far East. At the same time, British quality and design were seen to be in increasing demand.

The missions, which complete The Textile Council's 1970 mission programme, were organized in co-operation with the BNEC and British Government posts overseas.

Follow-up visit to Far East

THE Export Council for the Gifts Industry is sponsoring a trade mission of fashion accessories to Hong Kong, Tokyo and Osaka, leaving London on February 19, and returning to London on March 7, 1971. The mission will be led by Mr. Charles F. Argue, deputy managing director of Corocraft Ltd.

The mission is being organized as a follow-up by manufacturers who participated in the previous Export Council mission to this market in March this year, which achieved considerable success.

In Japan and South Korea

MR. GRAHAM ALLEN, sales director of The Glacier Metal Company, is heading a mission of 20 leading British motor parts and accessory manufacturers which left for Japan and South Korea on November 7. The mission, organized by the Society of Motor Manufacturers and Traders, will last nearly three weeks.

During his stay in Japan, Mr. Allen will be making a visit to Daidol Metal Co. Ltd., Glacier's licensee in Japan, who manufacture more than 50 per cent of the bearings required by the Japanese automotive industry. The company has licensees in every industrial country in the world.

EXPORT TOURS

Eastern Europe sales drive

HAWTHORN BAKER LTD., Dunstable, manufacturers of the Cornerstone range of precision printing equipment, have begun a major sales campaign directed at the East European market. Limited sales of the company's Honeycomb base plate mounting system have already been made in Czechoslovakia and Bulgaria. Now, however, a concerted effort is being made to extend penetration into the fast-growing market for printing equipment in all the East European countries. A campaign was launched during October by displaying Honeycomb base at the Intergraphika Printing Trades Fair at Zagieb, Yugoslavia.

Mr. Christopher Hicks (inset), the company's overseas technical representative, who was at Intergraphika, said: 'This was the first time we had been able to exhibit in Yugoslavia, and we received an appreciable number of valuable inquiries as a result. These came not only from the Yugoslav printing trade but also from Russia, Hungary and Czechoslovakia.'

Mr. Charles Wickham, the company's export manager, says: 'Hungary is planning to spend £40 million on expanding and modernizing its printing industry. We shall be doing everything in our power to ensure that some of this very substantial business comes our way.'

Visiting South America

MR. YVES ARDEN, export sales manager, James Neill & Co. (Sheffield) Ltd., manufacturers of the 'Eclipse' range of tools, is currently on a month's tour of South America. His first call was at BA 70 in Buenos Aires, where the company showed a comprehensive range of tools, with especial emphasis on 'Eclipse' magnetic chucks and workholding tools.

Mr. Arden is also visiting Uruguay, Rio de Janeiro and Sao Paulo, talking with distributors and discussing marketing policies and sales-boosting methods.

Visit to Latin America

MR. N. TURNER, managing director of Pelapone Ltd., Derby, leaves on November 22 for a month's tour of Brazil, Argentina, Chile, Bolivia, Peru and Ecuador. He will survey market prospects, find representatives and sell to existing and prospective customers.

Pelapone products include power plant systems and diesel- and gas-engined generating plant.

Whisky liberation

MR. A. B. SMITH, export director, Wm. Sanderson & Son Ltd., distillers and blenders of VAT 69 Scotch whisky, is visiting Sanderson's distributors in Japan, Liebermann Waelchi & Co. SA, to discuss plans for sales and advertising after the expected liberation of whisky imports in 1971.

Eastern Europe seminars

MARKETING is a magic word and industrial advertising techniques are in great demand in Russia and Eastern Europe. But at the same time the British and Americans are being supplanted there by the Germans and Japanese in the role of entrepreneurs. This was reported by executives of Chilton Publications and Marsteller International after a 17-day tour of talks and seminars in Russia, Poland, Hungary, Romania and Czechoslovakia.

The seminars, planned for two years, are claimed to be the most extensive to have been sponsored by Eastern European state agencies and reflect the growing interest in western marketing and promotional techniques. Mr. Max Holsinger, head of Chilton's international operations, conceived the tour during trips to Eastern Europe where, he says, he discovered a great desire for first-hand information on advertising and marketing.

INWARD MISSIONS

First packaging mission from Poland

A POLISH DELEGATION covering the entire field of packaging is currently visiting Britain – the first official mission in this industry to visit Britain. Sponsored by the Food Machine Association and the British National Export Council, and supported by the British Plastics Federation and the Glass Manufacturers' Federation, the mission comprises nine selected technical directors covering glass, metal, paper and plastic packaging for the food, chemical, cosmetic and pharmaceutical industries.

Leader of the mission is Mr. Z. Zaczkiewicz, Vice-Minister and Government Plenipotentiary for Packaging in the Polish Government. His plan for the next five years is to create modern manufacturing centres for this industry.

'In their search for new ideas,' says a BNEC spokesman, 'the Poles have chosen to visit Britain to learn from our latest developments and technical know-how in the packaging industry. Every effort is being made by both British industry and Government to take full advantage of this opportunity by showing the Poles the best possible selection of Britain's modern packaging methods suitable to their particular requirements. The success of this mission could establish a foundation stone for long-term trade with Poland in the packaging field.'

Visitors from North Carolina

OPPORTUNITIES IN North Carolina for British firms to establish joint venture projects in the chemical, electronics, and pharmaceutical fields were emphasized by a 15-member industrial development mission to the United Kingdom.

After visiting the United Kingdom, the mission was scheduled to include West Germany, Austria, Switzerland, France and the Netherlands in its European tour.

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index.*

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

FRUIT AND VEGETABLES

Regulation (CEE) No. 2238/70 fixes the standard mean values for the valuation of imported citrus fruits (*Journal Officiel* No. L242 dated November 5, 1970).

Regulation (CEE) No. 2231/70 applies a supplementary quality standard to certain citrus fruits (*Journal Officiel* No. L241 dated November 4, 1970).

WINES

Regulation (CEE) No. 2222/70 fixes the countervailing duties in the wines sector (*Journal Officiel* No. L241 dated November 4, 1970).

Regulation (CEE) No. 2223/70 relates to the non-levying of a countervailing duty on imports of certain wines originating in and coming from certain third countries (*Journal Officiel* No. L241 dated November 4, 1970).

Regulation (CEE) No. 2230/70 modifies **Regulation (CEE) No. 1633/70** in so far as it concerns Article 24 of **Regulation (CEE) No. 816/70** (*Journal Officiel* No. L241 dated November 4, 1970).

Regulation (CEE) No. 2232/70 relates to private storage aid for table wines in a close economic relation with table wines from types RI and AI (*Journal Officiel* No. L241 dated November 4, 1970).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 2239/70 relates to intervention measures to be taken in the cattlemeat sector in France (*Journal Officiel* No. L242 dated November 5, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2240/70 modifies **Regulation (CEE) No. 2195/69** in so far as it concerns the circumstances which justify the non-recovery of the premium for the non-marketing of milk and milk products (*Journal Officiel* No. L242 dated November 5, 1970).

Rules of competition

THE *Journal Officiel des Communautés Européennes* No. L242 dated November 5, 1970 contains the text of **Decision No. 70/487/CEE** which, under Article 85, Paragraph 1 of the Treaty of Rome, bans a trading agreement between Van Katwijk's Industrieën NV of Aalten (Netherlands) and SA Tuberies Louis Julien of Verviers (Belgium).

Each company is its country's main producer and exporter of a type of cardboard tube used mainly in the textile industry and the agreement effectively divided the Belgo-Dutch market between them, thereby restricting trade between the two countries and infringing the provisions of Article 85, Paragraph 1 of the Treaty. The agreement did not comply with the conditions laid down by Article 85, Paragraph 3 either but, as the Commission had been notified at the appropriate time, it is not intended to impose fines on the parties concerned.

The *Board of Trade Journal* dated February 25, 1970 (page 552) contained an announcement about an application for clearance of agreements between Omega Louis Brandt et Frères, SA (OMEGA) and the following concerns:

(a) SA Maison Brandt Frères, Paris (ref. IV/11.546)
(b) SpA De Marchi Fratelli, Turin (ref. IV/10.498)
(c) Ultimo Watch SA, Brussels (ref. IV/17.971)
(d) Uhren-Handelsgesellschaft mbH, Frankfurt (ref. IV/12.992)
(e) A. Kinsbergen NV, Amsterdam (ref. IV/18.888)

The announcement also concerned agreements between the above concerns and various retailers in France, Luxembourg, Belgium and the Netherlands, notified under references IV/ex. 3213, IV/17.394, IV/17.395 and IV/18.772.

The *Journal Officiel des Communautés Européennes* No. L242 dated November 5, 1970 contains the text of the Commissions **Decision No. 70/488/CEE** on these agreements.

The French texts of both the Decisions referred to above may be seen on application to the Commercial Relations and Exports Branch, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/5).

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ITALY

Tax changes

THE ITALIAN *Gazzetta Ufficiale* of October 26 published Decree Law No. 745 which came into effect on that date and which has replaced Decree Law No. 621 of August 27 (see notice in *Board of Trade Journal* of September 16, page 608).

This latest Decree Law includes the following new rates of general turnover tax (IGE) likely to be of interest to United Kingdom exporters; the rates prescribed in Decree Law No. 621 (now abandoned) are given in brackets:

7% (15%)	Articles in gold or platinum or made wholly of silicon excluding those for industrial or laboratory use; articles with parts or fittings of gold
20% (30%)	Precious stones, including synthetic and reconstituted stones but excluding precious stones intended for industrial use; natural and cultivated pearls
20% (30%)	Antiques of all kinds, antique books, collectors' pieces stamps for collectors excluding those in current use, paintings, water colours, pastels, original sculptures and engravings by artists no longer alive
8% (8%)	Photographic apparatus with or without lenses, lenses for photographic apparatus, cinematographic cameras and sound recorders, whether or not combined, projectors with or without sound reproducers, excluding those intended for educational purposes
8% (8%)	Gramophones, dictating machines and other sound recorders and reproducers including record players and tape decks with or without sound heads, television sets, records (discs) excluding educational records and those of classical music and symphonies
8% (12%)	Musical instruments of all kinds excluding mechanisms for musical boxes
15% (20%)	Perfumes (extracts, toilet waters etc. including hair lotions) and cosmetic preparations.

This new Law No. 745 also includes a change in the method of charging frontier surtax and the fiscal tax on imported spirituous beverages. The relevant passage in Article 3 of the Law reads:

From the date of entry into force of the present Decree, the frontier surtax of Lire 90,000 and the fiscal tax of Lire 60,000 per anhydrous hectolitre on imported spirituous beverages shall be calculated on the actual strength.

The Law also fixes the cost of manufacturing tax banderolles (UTIF seals) for containers filled with spirituous beverages made of cereals or sugar cane as follows:

up to 0.1 litre	Lire 80
0.25 litres	„ 100
0.5 „	„ 220
0.75 „	„ 340
1 „	„ 420
1.5 „	„ 560
2 „	„ 640

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 467) where the Italian text of the Decree Law may be seen.

Importation of soya flour now permitted

AN ITALIAN Ministerial Decree dated September 23, 1970 authorizes the production, import and sale of defatted and re-constituted soya flour and of products with a basis of this flour and sets out the regulations applicable as follows:

1. Goods with a basis of defatted and re-constituted soya flour are permitted with added aromatic substances and natural and artificial colourings in accordance with regulations in force, and of monosodium glutamate in the maximum proportion of 4 per cent.
2. Other added foodstuffs are allowed with the exception of those of a meat origin.
3. Defatted and re-constituted soya flour must be put up for sale in original sealed containers stating clearly on the outside 'Farina di Soja Sgrassata e Ristrutturata'.
4. Goods must be put up for sale in the original sealed containers with the statement 'Alimento (o Prodotto) a base di Farina di Soja Sgrassata e Ristrutturata Aromatizza al Gusto di . . .' which must follow the brand name if one is used. Added foodstuffs must also be listed in the same sized lettering.
5. Labels must also show the presence of spices, colourings and monosodium glutamate.
6. Products based on this flour should not be advertised as substitutes for other foodstuffs or claim dietetic properties. Health

requirements as given in Law 283 of April 30, 1962 and attendant regulations apply.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 466/467), where the full Italian text may be seen.

ISRAEL

Tariff amendments

THE FOLLOWING amendments have been made to Israeli Tariff number 30.03:

Item	Description	Rate of Duty
Item 30.03 shall be superseded by the following:		
30.03	Medicaments (including veterinary medicaments):	
1000	– Medicated sweets	120%
1500	– Medicinal salts obtained by the evaporation of spa waters and similar products prepared artificially	120%
2000	– Concentrate waters from salt sources (such as Kreuznach waters)	120%
2500	– Mixed salts of the kind used in medical baths	120%
3100	– Other, which the Directors' General of the Ministry of Health or Ministry of Agriculture have certified are not of the kinds produced in Israel neither can they become substitutes for the kinds produced in Israel	
3110	– – Antibiotic preparations	3%
3190	– – Other	3%
9900	– Other:	
9910	– – Of which the Director-General of the Ministry of Agriculture has certified are veterinary medicaments	60%
9920	– – Of which the Director-General of the Ministry of Health has certified that their sale by a chemist is allowed on a doctor's prescription:	
9921	– – – Antibiotic preparations	60%
9929	– – – Other	60%
9990	– – Other	120%

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

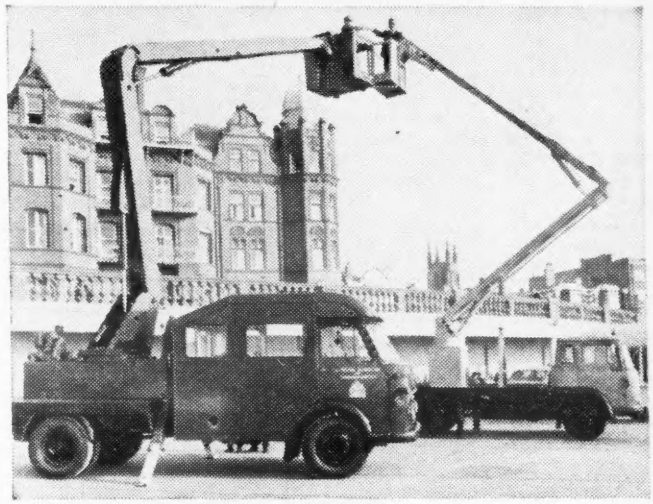
Full details of overseas postage rates (and much other useful Air Mail Leaflet which gives postage rates, times of transmissions ing order can be placed for its regular delivery.

Regulations regarding imports of plants

THE ISRAELI Minister of Agriculture has issued some new regulations under the Plant Protection Law, 1956.

These regulations concern plants of all kinds and relate to plant health certificates; packing materials; plants for reproduction and growth; plant pests, etc. Supplements to the regulations cover prohibited imports; imports under permit; conditions for the import of potatoes for seed from the United Kingdom, Irish Free State and Holland; conditions for the import of potatoes for food and industry from European countries; examination fees.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).



Picture shows two Simon Hydraulic Platforms: in the foreground, a 40-foot unit on a Commer Karrier, bound for the London Borough of Hammersmith, and beyond it a 35-foot unit on a Bedford, for shipment to the Middle East. Both units, produced by Simon Engineering Ltd., are for use on street lighting maintenance duties.

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

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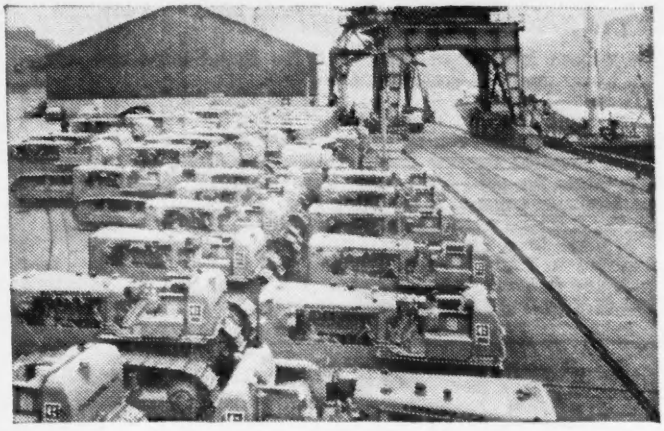

Picture shows part of an export order worth £1½ million for 50 D8H and 20 D6C Caterpillar tractors being shipped from the Tyne en route to Algeria. This is the biggest single order to be dispatched from Caterpillar Tractor Co. Ltd. into Algeria. Each machine will be equipped with a hydraulically controlled bulldozer. The equipment was produced in Caterpillar plants in Glasgow and Birtley, Co. Durham.

LEBANON

Import of seed potatoes

PRELIMINARY information about the Lebanese seed potato import regulations for the 1970-71 early and late seasons was published on page 104 of *Trade and Industry* on October 28.

The relevant decree (Arrete No. 390/1 of September 25, 1970) has now appeared in the *Official Gazette* No. 82 of October 12 and an unofficial English translation has been received. The only significant change from last year's regulations is that the following kinds of seed potatoes have been added to the approved list:

Arran Banner Pricosa
Avenir
Desiree
Ostara
Solanum

and the following two kinds removed from it:

King Edward
Bona.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

BEA MARKET GUIDE

A few copies of this invaluable book are still available. It covers 23 European countries and is packed with information of great interest to anyone involved in selling, buying or advertising in European markets. 192 pp., hard cover, £2 5s. Eastern European Supplement 14s. 6d. Both publications (when purchased together) **£2 15s. 6d.**

ENQUIRIES TO:

BEA SKYSHOP
ALDWYCH HOUSE, 81 ALDWYCH,
LONDON, W.C.2.

BEA No. 1. IN EUROPE

ZAMBIA

Further economic reforms

IN A speech on November 10, President Kaunda of Zambia announced a further programme of economic reforms. The main features of this programme are as follows:

1. The formation of two State-controlled banks, the first by the merger of Barclays DCO with the National Commercial Bank, and the second by the acquisition by the State of 51 per cent of the shares of the Standard Bank and the absorption of the two remaining banks, the Commercial Bank and National and Grindlays Bank. The Merchant Bank will also have to offer 51 per cent of its shares to the State.
2. A State Insurance company will be formed and will be the only insurance company in Zambia. Existing insurance companies will not be permitted to take on new business from January 1, 1971, and will not be able to renew existing policies after December 31, 1971.
3. The State will take over 100 per cent all building societies.
4. A 51 per cent acquisition by the State of the shares in the following foreign companies:
   Lever Brothers Ltd.,
   National Milling Co. Ltd.,
   Supa Bakeries Ltd.,
   Duncan Gilbey and Matheson Ltd.,
   British American Tobacco/Rothmans Ltd.
   and 100 per cent acquisition of the United Bus Co. of Zambia.
5. From January 1, 1972, all retail trading licences will be limited exclusively to Zambian citizens, and all wholesale trading will be confined to Zambian business and State companies. Expatriates will not be permitted to trade in the following ten commodities after the above date:
   1. Builders' hardware; tools
   2. Ammunition; arms
   3. Bakery products
   4. Furniture and household fittings
   5. Curios and antiques
   6. Meat, fish and meat and fish products
   7. Carpets and linoleum
   8. Agricultural supplies and fertilizers
   9. Jewellery and watches
   10. Coal and coke.
6. The immediate closure of the following companies:
   Avida Trading Co. Ltd., Monis Wineries Ltd., Combe and Dewer Ltd., Wholesale Radio Supplies Ltd., Everglo Electric Ltd., Harrison and Hughson Ltd., Central African Bag Co. Ltd., Miller and Wixley Ltd., Sagers Motors Ltd., Truck and Car Spares Ltd., J. Gerber and Co. Ltd., Miku Ltd.

Inquiries relating to this notice should be addressed to the Department of Trade and Industry, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226).

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

NIGER

Tariff modifications

NIGER Decrees No. 70/176 and 70/177 of July 3, 1970, introduced the following tariff modifications which took effect from July 6, 1970:

Specific tax on tobacco and cigarettes

tobacco and cigarettes made in EEC: 500 francs (CFA) per kilo net
tobacco and cigarettes made in the West African Customs Union: 900 francs (CFA) per kilo net
tobacco and cigarettes from other sources: 750 francs (CFA) per kilo net

'Taxe Forfaitaire' (Standard Tax)

The rate of 'taxe forfaitaire' applicable to the following has been fixed at 10 per cent:

Tariff No.	Description
40.01 C	Pneumatic tyres including tubeless tyres
62.01 B I	Blankets other than of cotton or of mixtures of cotton and waste of different textiles, the cotton predominating in weight over the rest of the mixture
84.06 A 1	Spark ignition and internal combustion engines for automobiles and motor-cycles
84.06 A 2	
84.06 E I a	Parts for automobile and motorcycle engines
84.18 B a	Filters and purifying apparatus for automobile and motorcycle engines
84.63 A b	Crank and cam shafts for automobile and motor cycle engines
87.02	Motor vehicles for the transport of persons, goods and materials
87.05	Bodies (including cabs) for motor vehicles falling within headings 87.01 to 87.03 inclusive
87.06	Parts and accessories for motor vehicles falling within headings 87.01-87.03 inclusive.

Fiscal import duty (droit fiscal d'entree)

New rates of fiscal import duty are as follows:

Tariff No.	Description	New Rate (Francs CFA)
24.02 A 4	Cigarettes	600 per kilo net
55.09 A 1 a 1	Woven cotton fabrics, plain serge twill or satin-woven weighing less than 500 grams per square metre	5% with a minimum rate of 20 francs per kilo net
55.09 A 1 b	Woven cotton fabrics, plain serge twill or satin-woven-scoured creamed or bleached	5% with a minimum rate of 25 francs per kilo net
55.09 A 1 c 1	Woven cotton fabrics, plain serge, twill or satin-woven, dyed, weighing less than 500 grams per square metre:	
	dyed with a natural or artificial indigo dye	15% with a minimum of 90 francs per kilo net
	other	5% with a minimum of 30 francs per kilo net
55.09 A W	Dimity damask and the like weighing at least 140 grams per square metre	15% with a minimum rate of 200 francs per kilo net

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

NIGERIA

Customs tariff changes

LEGAL NOTICE No. 74 of 1970, the Customs Tariff (Duties and Exemptions) (No. 5) Order 1970, published in the Federal Republic of Nigeria *Official Gazette* of October 3, the effective date being April 29, 1968, amends the Second Schedule to the Nigerian Customs Tariff Act, 1965, by the addition to paragraph 13 of the following new sub-paragraph.

'(3) civil aircraft on international service, where the aircraft is operated by any airline which, under an air service agreement entered into between the Federal Republic of Nigeria and any other contracting party, is designated for the purposes of that agreement as "the designated airline" of the other contracting party; and in this sub-paragraph the expression "designated airline" and "international service" have the meaning assigned to them in any such agreement.'

EXPLANATORY NOTE

(This note does no form part of the above Order but is intended to explain its purpose.)

The Order provides that any fuel, lubricant and other similar products which the Board is satisfied are necessary for and will be used solely in the operation of civil aircraft on international service shall be exempted from import duty where the aircraft is operated by any airline which, under an air service agreement between Nigeria and any other contracting party, is designated for the purposes of that agreement as 'the designated airline' of the other contracting party.

Any inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House. 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

MALAWI

Suspension of duties

MALAWI Government Notice No. 190, amends the Sixth Schedule to the Customs and Excise Regulations in Part I – Suspensions of Customs Duties, with effect from September 18, by the addition of the following item:

Part I – Suspension of Customs Duties

1	2	3	4	5	6
ex 48.01.97	Kraft paper	—	Free	Free	Free

Customs tariff information

MALAWI Government Notice No. 209 published in the *Malawi Gazette* of October 16, defines the construction of new hotels or similar tourist accommodation, or the major improvements or additions to existing hotels or accommodation, to be undertakings of national importance.

Goods in the following list, for use in any such undertaking, may, therefore, subject to the Minister of Finance's prior approval, be imported or removed from bond under tariff heading 100.15.

Flooring materials
Lighting equipment
Heating equipment and appliances
Refrigeration and air-conditioning equipment and
Catering equipment and appliances
Office equipment and appliances
Radio equipment
Record players and tape recorders
Telephone equipment
Horticultural equipment and appliances
Swimming pools and fixed equipment therefor
First aid equipment
Chinaware
Glassware
Tableware
Kitchenware
Cutlery
Furniture and furnishings
Beds and bedding
Linen

Note:

Under tariff heading 100.15 goods of United Kingdom origin may be imported into Malawi free from customs duty.

Inquiries relating to these notices should be addressed to the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

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REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS Tariff Application List No. 517, published in the South African *Government Gazette* of November 6, contains an application to the Board of Trade and Industries for increase in duty on the following:

Olives: (a) Provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specially prepared for immediate consumption; (b) prepared or preserved by vinegar or acetic acid, with or without sugar, whether or not containing salt, spices or mustard; and (c) prepared or preserved otherwise than by vinegar or acetic acid, from 95 per cent *ad valorem* with a maximum of 205C per 100 lb. to 25 per cent *ad valorem*;

and rebate of duty on:

(1) Chemical products known as intermediates intended for use in the blending or the manufacture of prepared additives for lubricating oils and fuels.

(2) Magnetic catches of artificial plastic material (Tariff sub-heading 39.07.10.90). Three-way espagnolette locks of artificial plastic material and base metal, complete with fittings, in sets (Tariff sub-heading 83.01.90), concealed fall-flap hinges of artificial plastic material and base metal (invisible type) and lift-off shoulder hinges (Tariff sub-heading 83.02.10), and escutcheon plates of artificial plastic material (Tariff sub-headings 39.07.10.09) for the manufacture of furniture and fittings.

(3) Bleached flax fibre for the manufacture of yarn.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

Standard building regulations

A COPY of the South African *Government Gazette* No. 2894, of October 23, 1970, containing the Standard Building Regulations and incorporating the various provincial definitions of the Regulations has been received and is available for inspection in Room E47, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3) during normal office hours.

GHANA

Temporary surcharges on agricultural machinery, implements and appliances

THE FOLLOWING Notice appeared in the Ghana *Commercial and Industrial Bulletin* of October 21, 1970.

It is proposed to consider applications for reduction or waiver of surcharges on agricultural machinery, implements and appliances of the following description:

Statistical No.	Description
712-100	Agricultural machinery and appliances for preparing and cultivating the soil
712-200	Agricultural machinery and appliances for harvesting, threshing and sorting
712-900	Agricultural machinery and appliances not elsewhere specified
712-510	Tractors, tracked or half-tracked, not exceeding 40 b.h.p. complete
712-530	Tractors wheeled, not exceeding 40 b.h.p. complete
712-540	Tractors wheeled, exceeding 40 b.h.p. complete
719-640	Spraying machines for agricultural purposes only

2. Importers of such machinery, implements and appliances are requested to apply to the Ministry of Finance and Economic Planning (Budget Division) in the first instance for consideration of reduction or waiver of the surcharges. Such applications should be supported by a declaration by the buyer and certified by the Principal Secretary, Ministry of Agriculture or a Regional Agricultural Officer to the effect that the machine, implement or appliance is intended solely for use by the buyer for agricultural purposes. Separate applications should be submitted in respect of each consignment supported by relevant invoices showing the following details:

'Quantity, origin, make, engine number, chassis number, horse power and value.'

3. It has, therefore, been decided with immediate effect that dealers of such machinery, implements and appliances should give an undertaking in the Form shown below at the time of importation and by so doing the payment of the temporary surcharge will be deferred as detailed in the terms of the undertaking.

FORM OF UNDERTAKING

I/We ..... Director/Secretary of

.....in consideration of being allowed to import these machinery, implements and appliances liable to temporary surcharge without payment of the surcharge, hereby undertake to account for all the machinery, implements and appliances imported to the satisfaction of the Comptroller of Customs and Excise either by delivery of the machinery, implements and appliances to farmers properly certified as such or by the levy of the surcharge at the time of delivery.

All surcharge so levied will be paid by the 21st day of the month following the month in which such transaction was made.

Date..... .....

Signature

4. The following endorsement should be made on all Bills of Entry covering such machinery, implements and appliances:

'Payment of temporary surcharge deferred as per undertaking attached.'

5. **Submission of returns**

(a) A monthly declaration of sales should be submitted by Dealers to the Comptroller of Customs and Excise, showing the following particulars:
- (i) Bill of entry number and date
- (ii) Date of sale
- (iii) Make and type of machinery
- (iv) Engine number
- (v) Chassis number
- (vi) Horsepower
- (vii) C.i.f. value
- (viii) Rate of surcharge
- (ix) To whom sold
- (x) Amount of surcharge.

Note: The temporary surcharge is levied on the c.i.f. value and not on the selling price.

(b) Where a machinery is sold to a farmer duly certified as such by the Principal Secretary, Ministry of Agriculture or a Regional Agricultural Officer resulting in a waiver of the surcharge the column for the amount of surcharge should be endorsed 'FOR EXEMPT PURPOSES'.

(c) When a machinery is sold to any other person not granted a waiver the dealer must collect the surcharge due thereon and issue a receipt to the purchaser. (The Purchase Tax Receipt may be adopted for the collection of the surcharge.)

(d) The monthly declaration of sales must therefore be supported by copies of certificates issued to the farmers by the Ministry of Agriculture and duplicate copies of receipts issued to account for the surcharge collected and in addition the remittance of the amount of any surcharge collected during the period. Official receipt will be issued to the dealer to account for the remittance when the declaration of sales is found to be correct.

6. No machinery, implements or appliances purchased at a reduced rate of surcharge or without the payment of surcharge must be sold or transferred within two years from the date of purchase without my permission. Beneficiaries are warned that the customs and excise laws provide heavy penalties when such goods are sold or put to uses other than for the purpose for which the reduction or the waiver was granted.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). *The department has 20 local offices in various parts of the United Kingdom. A list is given on page xix of August 19 issue of the* Board of Trade Journal.

ALGERIA

Import of textiles

THE ALGERIAN *Journal Officiel* of October 2, 1970, announced that certain textile items could only be imported by the Société Nationale de Commercialisation des Textiles et des Cuirs (SN COTEC). SN COTEC was granted the control of importation and distribution of textiles, footwear, skins and leather in March this year.

The additional items are as follows:

Tariff No.	Description
50.09	Woven fabrics of silk or of waste silk other than noil
50.10	Woven fabrics of noil silk
53.11	Woven fabrics of sheep's or lambs' wool or of fine animal hair
53.12	Woven fabrics of coarse animal hair other than horsehair
53.13	Woven fabrics of horsehair
59.08	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials

This legislation takes effect from January 1, 1971.

Inquiries about this notice from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 or 475).

Import of wood and by-products

THE ALGERIAN *Journal Officiel* of October 13, 1970, announced that certain wood and by-products could only be imported through the Société Nationale de Commercialisation des Bois et Derives (SONACOB). In March this year, SONACOB was granted control of the importation and distribution of wood and by-products. The additional items are as follows:

Tariff No.	Description
Ex 39.01 B II b 2	Polymerized aminoplasts in plates or sheets
44.01	Fuel wood in logs, billets, in twigs or in faggots; wood waste including sawdust
44.02	Wood charcoal (including shell and nut charcoal) agglomerated or not
44.06	Wood paving blocks
44.07	Railway or tramway sleepers of wood
44.08	Riven staves of wood, not further prepared than sawn on one principal surface; sawn staves of wood of which at least one principal surface has been cylindrically sawn, not further prepared than sawn
44.09	Hoopwood; split poles; piles, pickets and stakes of wood pointed but not sawn lengthwise; chipwood; wood shavings of a kind suitable for use in the manufacture of vinegar or for the clarification of liquids
44.20	Wooden picture frames, photograph frames, mirror frames and the like

Inquiries from British exporters about this Notice should be addressed to Tariff Section, Export Data, Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 or 475).

TUNISIA

Import of cattle and sheep

THE TUNISIAN *Journal Officiel* of October 16, 1970, announced the temporary suspension of customs duties on the import of the following items.

Tariff No.	Description
01.02 B	Live animals of the bovine species (excluding milch cows)
01.04 A	Live sheep (domestic)

The period of suspension is applicable from July 1, 1970, until December 31, 1970.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 or 475).

NEPAL

Changes in import duties

THE NEPALESE authorities have introduced a number of changes for the fiscal year July 1970 to June 1971 in the rates of import duty and surcharge leviable on goods imported from the United Kingdom and other 'most-favoured-nation' ('m.f.n.') countries.

Items affected by the changes include jams, fruit juices, tea, beer, spirits and winer, cigarettes, manufactures of cork, motor gasoline, jute batching oil, nails, nuts, bolts, etc., metallized yarn, man-made fibre fabrics, woollen fabrics, fabrics of metallized yarns, jute batching soap, family planning medicines, incubators, fluorescent tubes, motor vehicles, motor cycles, furniture and shoes.

All *ad valorem* duties leviable on goods imported from the United Kingdom and other 'm.f.n.' countries have been increased by the abolition of the 10 per cent reduction in the rates of duty applicable to countries other than India and the Tibetan region of the People's Republic of China, which only these goods enjoyed.

Goods imported from countries other than India, the Tibetan region of the People's Republic of China and those countries enjoying 'm.f.n.' treatment are now subject to 'm.f.n.' rates of duty plus 5 per cent.

Inquiries about this notice and requests for details of the changes should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 or 475).

IVORY COAST

Suspension of customs duties and taxes

IT HAS been reported that Ivory Coast *Ordonnance* No. 70-292 of May 13, 1970 suspended import duties and taxes levied on the following equipment used for irrigation.

Tariff No.	Description
ex 39-01 A	Pipes
-01-C	Pipes
-02 A	Pipes
-02 C	Pipes
-07 C	Pipes and accessories
ex 40-14	Joints in vulcanized rubber
ex 68-12 B	Pipes and accessories of asbestos cement
ex 73-17	Tubes and pipes of cast-iron
-18 B I	Tubes and pipes of iron or steel
ex 73-18 B III	Tubes and pipes in iron or steel
ex 73-20	Tubing accessories in iron or steel
ex 73-40	Cast-iron for water canalization
ex 74-07	Tubes and pipes in copper
ex 74-08	Tubing accessories in copper
ex 76-06	Tubes and pipes in aluminium
ex 76-07	Tubing accessories in aluminium
ex 84-10 F	Mechanical pumps
ex 84-10 G	Pumps with built-in motors (including motor pumps, turbo pumps and electro-pumps)
ex 84-10 I	Spare parts and accessories for above-mentioned pumps
ex 84-21 A	Irrigation equipment such as water sprinklers
ex 84-61 B	Sluice gates in iron or steel for irrigation systems
ex 90-24	Pressure gauges

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471, 472, 473).

AUSTRALIA

Simplification of the customs tariff

A NOTICE was published in the *Board of Trade Journal* of July 29, 1970, giving details of the simplification of the Australian customs tariff

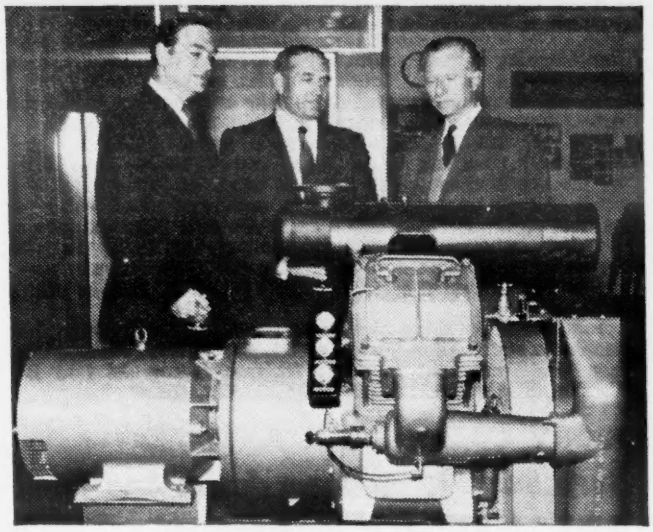
(*Continued on next page*)

INTERNATIONAL TRADE CENTRE UNCTAD/GATT

The International Trade Centre was established by the General Agreement on Tariffs and Trade (GATT) at the request of the developing countries. Since January, 1968, it has been jointly operated by the United Nations Conference on Trade and Development (UNCTAD) and the GATT. The Centre's aim is to assist the developing countries in their export trade by providing them with information on export markets and marketing and helping them to develop their export promotion services and to train the necessary personnel.

Further information about the Trade Centre and its work may be obtained from United Kingdom Liaison Officer, Miss E. P. M. Baggs, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

FILMS AND EQUIPMENT IN ADELAIDE



Promotional films produced by Broom and Wade Ltd. and W. C. Holmes and Co. Ltd. were screened at the British High Commission office in Adelaide recently to an audience of over 50 potential buyers, chosen from a cross-section of South Australian industry. For the occasion a Broomwade V-compact power compressor and a Holmes blower were on show in the High Commission office, and in the picture, shown examining the compressor are (from left to right) Mr. R. E. Jones, British Deputy High Commissioner in Adelaide; Mr. G. L. Clift, SA manager of Knox Schlapp Pty. Ltd., local agents for the two companies; and Mr. P. H. Hicks, OBE, operational engineer, Engineering and Water Supply Department, South Australian Government.

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AUSTRALIA, *continued*

Draft Chapters of the revised tariff were published on October 29, 1970, and in this set, any objections should be made to the Australian authorities by December 11, 1970.

Drafts of the following chapters concerned are available in the Commercial Relations and Exports Division of the Department of Trade and Industry.

Chapter 61 Textile apparel
91 Clocks, watches
92 Musical instruments, sound recorders
94 Furniture
98 Miscellaneous manufactures.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2318/2319), quoting reference No. 30848.

Special advisory authority inquiry on acetone derivatives

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods: acetone derivatives (tariff items 29.04.2, 29.04.3, 29.04.9 and 38.19.99).

Details of the tariff items under which the above-mentioned goods are dutiable, may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468, 469 and 401).

The Special Advisory Authority is required to report within 30 days of the date of the reference (in this case by December 9).

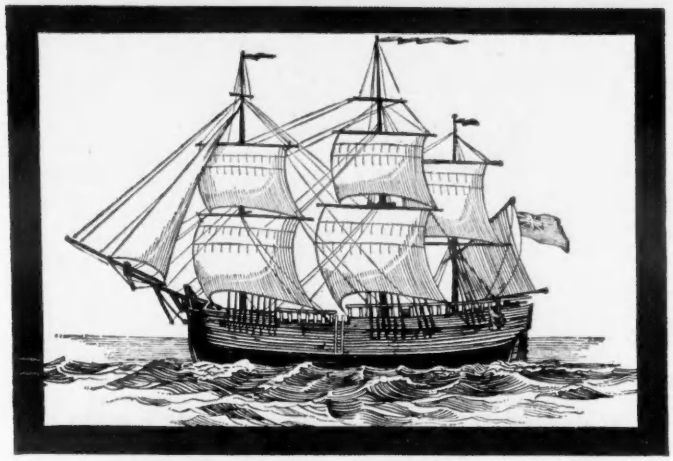
In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 21 Tothill Street, London, S.W.1 (Tel. 01-799 7447).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel 01-222 7877, Ext. 2318 or 2319), quoting reference number CRE 1479/70.

AUSTRALIA, *continued on page* 288

TEXTILE TEAM IN NEW ZEALAND

The Textile Council recently sent a trade mission to New Zealand – one of the largest missions to visit the country in 1970. Textile Council trade missions have visited New Zealand on a number of occasions in recent years. In this photograph, taken at a reception held at the British High Commission during the visit of the trade mission, are (left to right): Mr. Peter Lord of The Textile Council, secretary of the trade mission; Mr. R. H. Bowen, Liberty Fabrics of London Ltd., leader of the mission; Mr. C. E. Dymond, Counsellor-in-Charge, British High Commission, Auckland Office; Mr. C. Fawcett, of William H. Terry, Wellington; and Mr. A. West, The Lurex Co. Ltd., mission member.



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AUSTRALIA, *continued*

Tariff Board Inquiry on acetone derivatives

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of acetone derivatives (tariff items 29.04.2, 29.04.3, 29.04.9 and 38.19.99).

Details of the tariff items under which the above-mentioned goods are dutiable, may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468, 469 and 401).

This reference had been made as a result of representations by the British High Commission at Canberra, which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence.

In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than December 7, 1970. Before this date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advice the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference number CRE 1706/70.

NEW ZEALAND

Emergency Protection Authority reports

COPIES of the following New Zealand Emergency Protection Authority reports have been received and are available from the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
48.03.05 48.03 09	Glassine paper
98.03.19 98.04.09	Marking pens

Tariff and Development Board report

COPIES of the following New Zealand Tariff and Development Board report have been received and are available from the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
Ex Tariff Chapters: 31, 39, 40, 42, 60, 61 and 65	Babies' and young infants' clothing

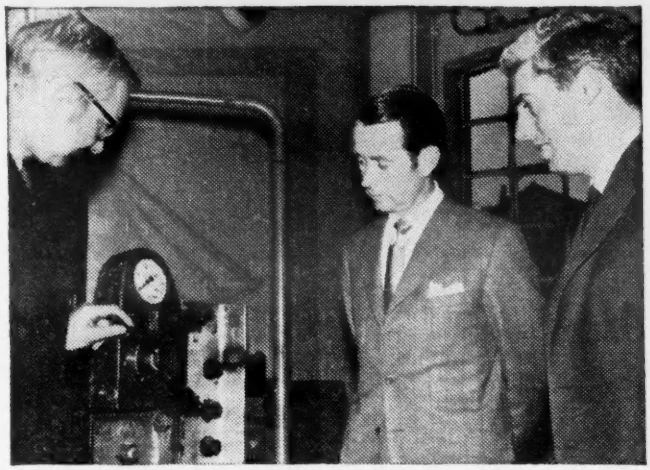
PERU

Restrictions on import and export of national currency

PERUVIAN Decree Law No. 18457 of November 4, prohibits travellers from bringing in or taking out of the country national currency either in notes, drafts or any other form of payment order, except by prior permission of the Central Reserve Bank. Regulations are to be issued designating the amounts which will be permitted.

Tourists and other non-residents entering the country with Peruvian currency will only be permitted to bring in a fixed amount, as yet unspecified, and any excess will be withheld at the Customs point and returned to the traveller when he leaves. If he leaves the country carrying a greater sum than that authorized or retained, then the excess will be confiscated.

A further notice will be issued once the regulations referred to have been published.



Mr. R. M. Boston (left), marketing manager, Cooper and Turner Ltd. of Sheffield, demonstrates the accuracy of a Coronet load indicator. Looking on are Mr. A. B. Smith (right), works director, and Mr. Ross L. Urquhart (centre), Australian marketing manager of the Ajax Fastener Co. Mr. Urquhart visited Cooper and Turner Ltd. recently to discuss executive ways of meeting the increasing demand in Australia for the Coronet load indicator washer.

URUGUAY

Import surcharges

A URUGUAYAN Decree of October 20 establishes the following:

Article 1 – A surcharge of 5 per cent on imports of all goods at present carrying no surcharge or those imported without payment of surcharges in accordance with the rulings in force on the date of this decree with the exception of the following products:

Underground salt
Processed yerba mate
Semi processed yerba mate
Raw sugar for refining in the country
Tea
Raw coffee beans
Crude petroleum
Mineral coal
Products included in Group 35 of the Bank of the Republic's Code of Merchandise (drugs, chemical and pharmaceutical products) which have the same treatment.

Article 2 – Surcharges of 10 per cent, 30 per cent, 60 per cent, 90 per cent, 150 per cent and 225 per cent are increased to 15 per cent, 35 per cent, 65 per cent, 95 per cent, 155 per cent and 230 per cent respectively.

Article 3 – The reduction of surcharge on goods carried in national flag ships established by Article 1 of a Decree of June 13, 1963, modified by Article 1 of Decree 210/965 of April 30, 1965 and Article 5 of Decree 438/967 of July 17, 1967, is now cancelled.

Article 4 – The Working Group, created by Resolution No. 1239/970 of August 6, 1970, will have to draw up a regime in substitution of that cancelled by the preceding article. The Working Group must report within 30 days.

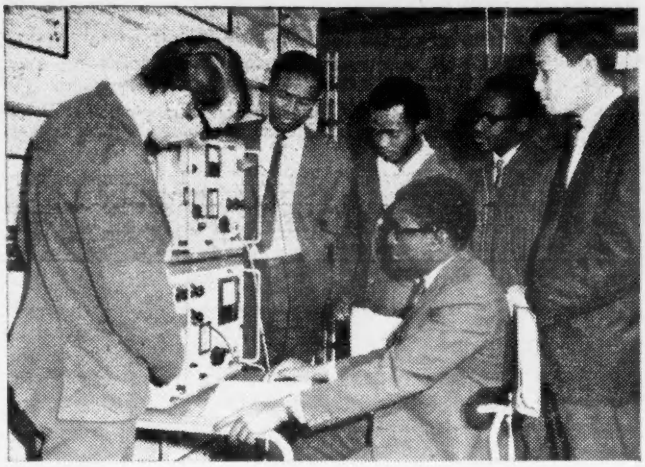
Article 5 – The Uruguayan Representation to the Latin American Free Trade Association will have to study the situation of goods negotiated in the Treaty of Montevideo, in relation to the modification of surcharges introduced by the present decree.

Article 6 – The rulings of the present decree will not apply to import declarations registered before October 20. Goods imported in national flag ships under import declarations which are in such conditions, will enjoy the bonus cancelled by Article 3.

Inquiries from British exporters relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of the October 7 issue.



As part of a £3 million contract for modernizing Guyana's telephone system, five engineers from the Guyana Telecommunications Corporation are receiving instruction in the Training School of GEC-AEI Telecommunications Ltd. in Coventry. Picture shows, from left to right, the instructor, Mr. D. Brown, demonstrating test measurement procedures on telephone multiplex equipment to Mr. C. Billey, Mr. D. F. Saul, Mr. A. Clifton, Mr. G. Hopkinson and Mr. B. D. Thomas (seated).

MEXICO

Import licensing

IMPORT into Mexico of the following goods has been made subject to licence until the dates indicated.

Tariff No.	Description
Until April 14, 1971:	
84.06 B 002	Diesel motors, from 250 h.p. to 6,500 h.p., exclusively or principally for use in vessels
84.06 B 999	Diesel motors, up to 500 h.p., exclusively or principally for use in vessels
Until July 22, 1971:	
90.17 C 999	Parts for sphygmomanometers
Until October 6, 1971:	
39.07 A 009	Plastic knives, forks and spoons
71.13 A 999	Tableware of precious metals
85.01 A 008	Generator sets of an output of 300 kv or kW, direct or alternating current, three-phase, self-excited or independently excited
Until October 12, 1971:	
82.02 A 011	Diamond set circular saws
Until October 14, 1971:	
39.03 C 004	Tubes of regenerated cellulose, of a length exceeding 50 cm, impregnated with preservative solutions
Until October 6, 1972:	
12.01 A 002	Cotton seed
Until October 21, 1973:	
96.06 A 003	Round hand sieves, with a diameter of 31 cm or less, to be used exclusively in laboratories.

British exporters requiring further information about these changes should specify the products in which they are interested, and address their inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

ARGENTINA

Abolition of requirement for entry visas

IT HAS recently been confirmed by the Argentine Embassy that no visas are required by members of Her Majesty's Diplomatic Service posted to Argentina; nor are they needed by British subjects, born within the British Isles and holding a valid passport, wishing to enter Argentina either for business or any other purpose.

ECUADOR

Wrought bars and rods of aluminium

BY DECREE No. 583 published in the Ecuadorean *Registro Oficial* of October 7, 1970, wrought bars and rods of aluminium (Tariff No. 775a) have been transferred from Import List II to Import List I. This means, in effect, that they are now exempt from the 20 per cent additional tax.

British exporters interested in this notice can obtain further information from Tariff Section of Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

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Head Office: P.O. Box 2392, Wellington, New Zealand

Import permits: books, newspapers and printed music

BY DECREE No. 509 published in the Ecuadorean *Registro Oficial* of September 25, 1970, the following items now require import permits:

Tariff No.	Description
436 a	Printed books, whether or not illustrated
436 b	Newspapers and periodicals, whether or not illustrated
436 d	Printed music

British exporters interested in this notice can obtain further information from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

JAMAICA

Import licensing arrangements

THE List of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been amended as follows:

(i) by the deletion of items 118, 136 and 167 and the substitution therefor of the followinging:

118 Refrigerators (domestic) and parts therefor whether finished or partly finished as follows: (i) cabinets; (ii) cabinet inner liners; (iii) cabinet doors; (iv) cabinet door liners; (v) ice cube trays and separators.

136 Travel luggage made of: (a) fibreboard; (b) synthetic materials; (c) coated fabric

167 Loose leaf binders and parts and components therefor; refills for loose leaf binders, and

(*Continued on next page*)

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Area Office: Langthwaite Grange Industrial Estate, South Kirkby, Pontefract, Yorks. Telephone 097 760 3333. Telex 557360.
Agents: Killick, Martin & Company Ltd., Dunster House, 20 Mark Lane, London EC3. Tel: 01-623 3100. Telex 28424. **Killick, Martin (Southampton) Ltd.,** Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47633. **Killick, Martin (Birmingham) Ltd.,** St. Martin's House, Bull Ring, Birmingham 5. Tel: 021 643 9051. Telex 338807. **R. M. Beveridge & Co. Ltd.,** 14 St. Vincent Place, Glasgow C1. Tel: 041 221 3615/7. Telex 778118. 54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh 6. Tel: 031 554 1557. 87 Lumley Street, Grangemouth, Stirlingshire. Tel: Grangemouth 4228. **James & Hodder,** P.O. Box 107, N.E.M. House, 11/12 Queen Square, Bristol BS99 7JU. Tel: 0272 20461.

JAMAICA, *continued*

(ii) by the addition of the following new sub-items to item 149 (textile manufactures):

(d) Bias and straight bindings, and
(e) Laminated and stitched shoulder straps and strapping.

Inquiries about the above notice should be addressed to the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474/476).

TRINIDAD AND TOBAGO

Import licensing arrangements

THE List of Exceptions to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following items:

(1) 681-04 Reinforcement rounds (rods): smooth
Reinforcement rounds (rods): deformed (indented)
Pipes (tubes rounds)
Squares } Coated (i.e., galvanized or otherwise
Rectangulars } coated) and uncoated
681-13 Pipes (tubes)

(2) By the deletion of the following:
Various Customs Item numbers Radiators for all motor vehicles (including tractors)
and the substitution therefor of the following:
Various Customs Item numbers (a) Radiators, assembled or unassembled, for motor vehicles (including tractors and rollers) and motors of all types.
(b) Parts of all materials for radiators described in (a) above, whether separate or in combination, including: tubes, fins, header plates, top and bottom (header) tanks, frames, filler heads, hose outlets.

The Trinidad and Tobago Ministry of Industry and Commerce have also announced that it is proposed to allocate quotas for the importation into Trinidad and Tobago of the items classified under items No. 681-04 and 681-13 above.

Inquiries about the above notice should be addressed to the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

CANADA

Labelling of foods, drugs and cosmetics in pressurized containers

CANADIAN Trade Information Letter No. 339 of September 28, refers to the regulations which have been enacted under the Hazardous Products Acts and which require that disposable pressurized metal containers carry specific precautionary warning symbols and statements. The Letter includes a list of the requirements in respect of foods,

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products.

drugs and cosmetics distributed in such containers which the Canadian Food & Drud Directorate propose to recommend should be incorporated in the Food and Drug Regulations to become effective June 1, 1971.

Modification of residue tolerances for certain agricultural chemicals

CANADIAN Trade Information Letter No. 340 of September 30,, contains a list of reduced tolerances for the following pesticides on certain foods, which the Canadian Food and Drug Directorate propose to recommend should become effective on January 1, 1971:

Lindane (gamma isomer of benzene hexachloride)
Parathion (0, 0-diethy 0- (p-nitropheny.) phosphorothioate)
Chlorobenzilate (ethyl 4, 4′-dichloro-denzilate)
TDE (DDD) (1, 1-dichloro-2, 2-bis (p-chlorophenyl) ethane).

Firms requiring full information concerning the above notices should contact Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 547), quoting the relevant Trade Information Letter number.

UNITED STATES

Transportation of hazardous materials

Refrigerant gases

AS EFFECTIVE from October 28, 1970 the United States Department of Transportation, Hazardous Materials Regulations Board has authorized the use of specification 2Q packings for refrigerant gases.

This will mean that 2Q packings will be essentially the same as 2P packings.

Further details of this amendment may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455/6/7). Reference FR 28.10.70.

Class 'A' poisons in cylinders

THE UNITED STATES Department of Transportation, Hazardous Materials Regulations Board is considering an amendment to existing regulations to provide for the use of specification DOT 3A, 3AA and 3E 1800 cylinders for the transportation of certain class 'A' poisonous liquids or gases.

Public comment is invited and must be received by the Department of Transportation before November 24, 1970.

Further details are available from the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404). Reference FR 10.10.70.

Tank car specifications

THE UNITED STATES Department of Transportation is considering the amendment of the regulations which at present authorize the higher discharge safety valves settings on DOT Specifications 112A and 114A tank cars transporting liquefied petroleum gas and anhydrous ammonia.

The notice announcing this proposal also proposed to cease issuance and renewal of special permits authorizing higher discharge safety valve settings. Comments must be received by the Department of Transportation before January 12, 1971.

Further information may be obtained from the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404). Reference FR 29.10.70.

Imported switchblade knives

THE BUREAU OF CUSTOMS in the United States proposes to issue regulations governing the importation of articles subject to the 'Switchblade Knife Act'. The proposals define certain terms employed, name certain unprohibited articles having fixed blades which may be imported and prescribe procedures applicable to the importation of switchblade knives.

Interested persons may submit written comments to the Commissioner of Customs in Washington not later than November 23, 1970.

Further details about this notice may be obtained from the

(*Continued on next page*)

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UNITED STATES, *continued*

United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 24.10.70.

Use of impact resistant lenses

A PROPOSED STATEMENT of policy on the use of impact resistant lenses in all eyeglasses and sunglasses was published in *Trade and Industry* on November 11, 1970.

After consideration of comments received the United States Commissioner of Food and Drugs has extended the date for submitting comments to January 30, 1971 (Reference FR 3.11.70) and the date for complying with the regulations to December 31, 1971 (Reference FR 6.11.70).

Further details about this notice may be obtained from the United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Motor vehicle safety—standards and proposed standards

Brake hose and brake hose assemblies

THE *Board of Trade Journal* of September 16, 1970 gave notice of proposed amendments to Standard 106, brake hose and brake hose assemblies. The National Highway Safety Bureau has now announced minor revisions to these proposals.

Further details may be obtained from United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), reference FR 6.11.70.

Motorcycle controls and displays

THE UNITED STATES National Highway Safety Bureau proposes a new Safety Standard to apply to motorcycles equipped with handlebars to specify requirements for certain motorcycle controls and displays, and for items of motorcycle equipment. The proposed effective date is January 1, 1972.

Interested persons may submit written comments to the Safety Bureau, not later than January 5, 1971.

Further details may be obtained from the United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), reference FR 6.11.70.

Jacking systems

THE National Highway Safety Bureau proposes a new United States standard 'jacking systems', which would require passenger cars, multipurpose passenger vehicles and trucks and buses of 10,000 lbs. or less gross weight equipped with jacking devices to meet certain performance requirements and minimize any likelihood of injury. The proposed effective date is January 1, 1972.

Interested persons are invited to submit written comments to the Safety Bureau not later than February 2, 1971.

Further details about this notice may be obtained from the United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) Ref. FR 5.11.70.

Standard 214 – side door strength

THE *Board of Trade Journal* of May 13, 1970 gave notice of United States proposals for a new Standard 214 for minimum strength requirements of side doors for passenger cars.

After consideration of comments received the United States National Highway Safety Bureau has adopted the amendment, with minor alterations, effective from January 1, 1973, reference FR 30.10.70.

Standard 109 – new pneumatic tyres

THE *Board of Trade Journal* of May 13, 1970 gave notice of proposed amendments to United States Standard 109, regarding the sale of defective tyres.

After consideration of comments received the National Highway Safety Bureau has adopted the proposals, with further amendments to provide more effectively for the reclassification of tyres and the enforcement of regulations. The effective date of the previous notice December 1, 1970 is retained, reference FR 30.10.70.

Further details about this notice may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 457).

Standard 204 – steering control rearward displacement

THE NATIONAL HIGHWAY Safety Bureau proposes to amend Standard 2 D 4 and to extend its application to multipurpose passenger vehicles, trucks and buses of 10,000 pounds or less gross vehicle weight rating. The amendments include proposals for a vehicle loading requirement for the barrier collision test and a description of a point on the vehicle from which rearward displacement of the steering control would be measured. The proposed effective date for passenger cars is January 1, 1972 and for other vehicles January 1, 1973.

Interested persons may submit written comments to the National Highway Safety Bureau not later than January 27, 1971, reference FR 30.10.70.

Further details about this notice may be obtained from United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

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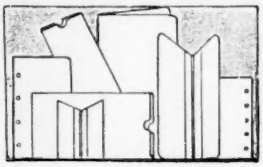

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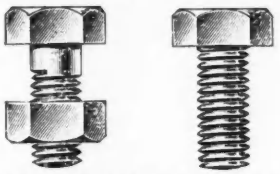

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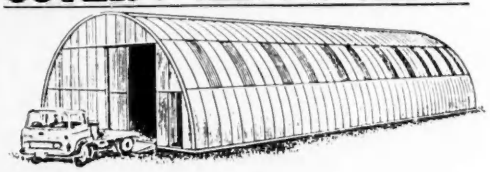

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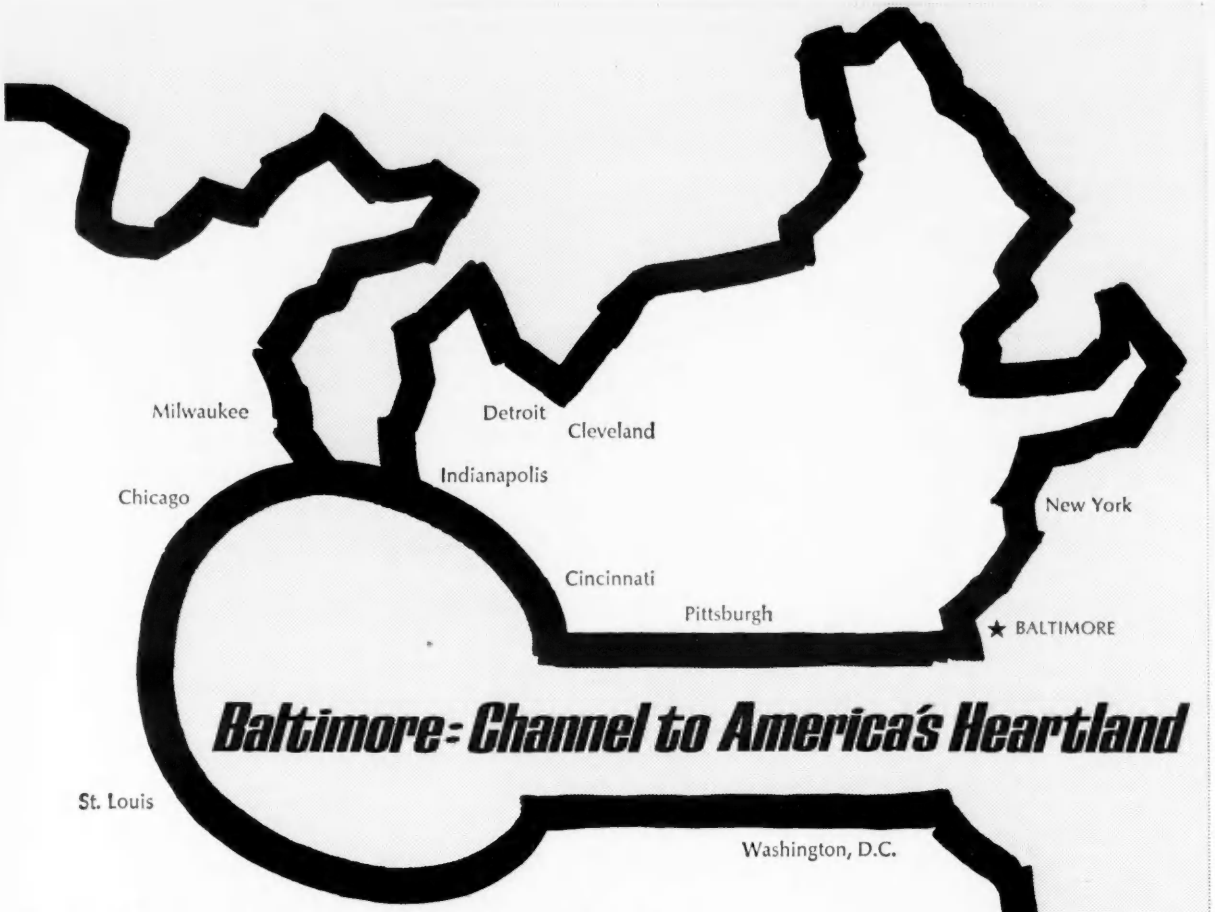

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